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MARCH 9 1963



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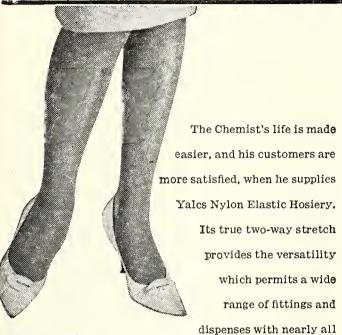
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### THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 179

March 9, 1963

No. 4334

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# The CHEMIST AND DRUGGIST

Volume 179

MARCH 9, 1963

No. 4334

### Central N.H.S. Committee

### NO SOCIETY REPRESENTATION

A STATEMENT issued by the National Pharmaceutical Union announces that the Union's Executive Committee, after further discussion with representatives of the Council of the Pharmaceutical Society, has explored the possibility of making a change in the constitution of the Central N.H.S. (Chemist Contractors) Committee so as to provide for official representation of the Pharmaceutical Society on the Central N.H.S. Committee. "It has unfortunately not been possible," says the statement, "to achieve such a change by mutual agreement."

The Executive has not felt justified in pursuing the matter by other means, having regard to the expressed wishes of the majority of chemist contractors in the recent referendum, and has accordingly informed the Society's Council that for the Society to secure representation is not a practical possibility in present circumstances.

The position is being kept under review and, if circumstances change at any time in the future in a way which suggests to the Executive Committee that the aim in view can be achieved in a manner acceptable to all concerned (namely the National Pharmaceutical Union, Company Chemists' Association, Co-operative Union and Pharmaceutical Society) the matter will be further explored.

### **Two Consumer Tests**

SLUG-KILLERS; CHLOROPHYLL TABLETS

THE March issue of Which?, journal of the Consumers' Association, reports on slug-killers and chlorophyll tablets.

The report on eleven branded slug-killers was based on chemical analysis and field trials (in a tulip field in springtime and a stubble field in the autumn). The investigators found in both field trials that the application of more than about 1 oz, of slug-killer per 10 sq. yds, did not kill proportionately more slugs. Chemical analysis showed that the amount of metaldehyde contained in each slug-killer ranged from about 1 per cent, to  $6\frac{1}{2}$  per cent, but found that a high proportion of metaldehyde did not necessarily mean more slugs killed, Because of the toxicity of metaldehyde Which? warns that slug-killer should be carefully applied and considers that most of the brands tested should be labelled with more prominent warnings about keeping them out of the way of children and animals. Differences in prices amongst slug-killers were, on the whole,

matched by differences in convenience, and no one brand was selected as being clearly more effective than another. Two brands of chlorophyll deodorant tablets (Amplex and Nab) were assessed "subjectively." The "testers" were seventy-six medical students, divided into twelve breath smellers with sensitive noses, sixteen onion eaters, sixteen beer drinkers, sixteen whisky drinkers, and sixteen cigarette smokers, who were given genuine tablets and controls. The results were then statistically analysed, the conclusion was reached "that there is little chance of either of these two chlorophyll deodorant tablets having any effect on a person's breath."

### Franco-British Congress

DISCUSSION SUBJECT CHANGED

THE programme for the 1963 Franco-British Congress, which is being held at Marsham Court hotel, Bournemouth, May 3-6, has had to be modified as the

result of recent events. In place of the discussion subject originally proposed (C. & D., January 12, p. 28) congress delegates will hear papers on "How Many Pharmacists Does a Community Need?" and "L'Accès à la Profession Pharmaceutique en Fonction des Besoins de la Santé Publique." Intending applicants who have not yet registered are advised to do so quickly, the cost per head for the week-end being £16. Registration forms, with details of the programme, may be obtained from the local secretary (Mr. J. R. Phillips, 2 Poole Hill, Bournemouth), or from the secretary, Franco-British Pharmaceutical Commission, 17 Bloomsbury Square, London, W.C.1.

### **Analysing Particle Size**

DISCUSSIONS BY ANALYSTS' SOCIETY

"PARTICLE Size Analysis" was discussed at a meeting of the Society for Analytical Chemistry in London on February 6. In a paper on "The Size Analysis of Insoluble Drugs," Mr. M. J. Thornton (production department, pharmaceuticals division, Imperial Chemical Industries, Ltd.), explained that particle-size distribution of an insoluble drug was, in some circumstances related to its biological efficiency and was also important in the formulation of aqueous suspensions for oral or parenteral use. The assessment of new grinding machines, and the routine control of grinding units used for manufacturing purposes, involved measuring the particle-size characteristics of the drug being ground. Available methods for deter-



CIVIC VISIT TO WORKS: Deputy mayor of Heston and Isleworth (Councillor N. V. Wright, centre) and Mrs. Wright, photographed in the course of a visit on February 20 to the Hounslow laboratories of Parke, Davis & Co. Also in the picture are the town clerk (Mr. Mathieson) and his wife, and borough engineer (Mr. Lambert). After lunch with executives of the company, the deputy mayor was joined by seven councillors and the party made a tour of the laboratories. At right of picture is Mr. J. A. Freeman (deputy general manager); on his right is Mr. D. R. Ross (assistant general manager).

mining particle size in the "subrange included surface-area measurement by air permeability, the determination of complete size distribution by counting techniques such as the microscope and Coulter counter; and sedimentation techniques such as the Andreasen pipette and sedimenta-tion balance. Particle size analysis in the formulation of pesticides was the subject of a contribution by Dr. C. G. L. Furmidge (Woodstock Agricultural Research Centre). He said He said that the particle size of pesticides was one factor that controlled impactation on, and coverage of, the target surface, and the amount of drift of toxic material away from the target. Most pesticide sprays were formulated as emulsions or as suspensions of solid particles in water, the particulate size of which was important in determining both their relative stability and biological toxicity.

### Discharge of Effluents

NEW CONTROLS EFFECTIVE ON JUNE 1

FROM June 1 it will be an offence to continue discharging trade or sewage effluent into a stream unless the consent of the river board concerned has been sought. That date has been fixed by the Minister of Housing and Local Government under powers given him by the Rivers (Prevention of Pollution) Act, 1961. Dischargers have until that date to seek consent. Once an application has been made to the river board, the applicant is protected against prosecution until it has been determined (and unless the discharge is increased or significantly changed). The river board may attach conditions to its consent, and the applicant has then three months in which to appeal. Under the previous (1951) Act pre-1951 discharges did not require consent from the river board. The 1961 Act subjects pre-1951 discharges to the same control as others.

### Fertiliser Statistics 1962

U.K. PURCHASES UP 9 PER CENT.

PURCHASES of fertilisers (in terms of plant food) in the United Kingdom increased by about 9 per cent. in 1961-62 compared with 1960-61, according to the report, Fertiliser Statistics 1962, just published by the Fertiliser Manufacturers Association, Ltd. The rise was attributable to a pronounced increase in the demand for nitrogen and a substantial recovery in basic slag pur-chases. In view of interest in the relationship of the United Kingdom to the Common Market, comparative figures of fertiliser consumption on crops are set out and commented upon in two special sections. Compared with some European countries, the rate of increase of total fertiliser use in the United Kingdom is rapid: a table in the report shows how far consumption approaches the "economic optimum" in six of the countries.

### **Retail Sales**

BOARD OF TRADE STATISTICS

RECENTLY issued Board of Trade figures show that sales of chemists' goods by independent retailers in Janu-

ary were 35.5 per cent. lower than in December 1962 and 0.9 per cent, lower than in January 1962. Multiple retailers' sales were 55.2 per cent, lower in January than in December 1962 and 3.5 per cent, higher than in January 1962. Sales by Co-operative societies were 42.8 per cent, lower in January than in December 1962 but 1.8 per cent, higher compared with January 1962. The figures do not allow for receipts under the National Health Service.

### Britain in Bloom

1963 COMPETITION

A NATIONAL competition to encourage the use of flowers and shrubs to decorate houses, shops and offices is being organised under the auspices of the National Chamber of Trade. With the title "Britain in Bloom," it will commence on April 1 with "early flowers" and continue with "high season" (May 20 to July 7) and "full bloom" (July 8 to August 31). First prize in the campaign is being awarded by Queen Elizabeth the Queen Mother. The competition is open to all, and there is no entry fee. A leaflet giving details and an application form can be obtained from the National Chamber of Trade, 3 Hyde Park Place, London, W.2.

### IRISH NEWS

THE REPUBLIC

### Irish Golfers

ANNUAL MEETING IN DUBLIN

THE Irish Chemists' Golfing Society elected as its new captain Mr. M. Leonard (director, P. C. Cahill & Co., Ltd.) at the annual meeting in Dublin on February 15. His election was proposed by the outgoing captain, Mr. D. McHugh, to whom many tributes on a successful year of office were paid. It was announced that the four-day outing would be held at Tramore, May 26-29; the season would open at Dun Laoghaire on April 3. In his report, Mr. T. J. Lynch (secretary) described the year as "one of many firsts." It had been the first time for many years they had had a provincial captain; the first time a committee prize had been competed for at an annual outing; the first time there had been a combined

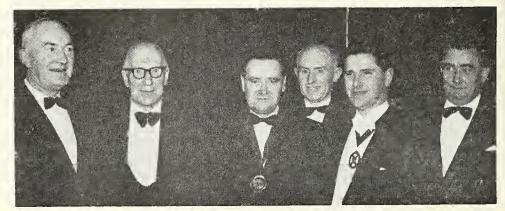
all-Ireland outing with colleagues from across the border; the first year the president's prize had been decided at an outing in Dublin and the first occasion that a dinner had been held at which ladies attended. Mr. Lynch said that in addition to the four-day outing, they had had eight other outings during the year. The attendance at the Rosslare four-day event had been above average. The transfer to the closing day of the season of the president's trophy made a fitting climax of the year. The secretary (Mr. Lynch) and treasurer (Mr. J. T. Foley) were reelected. Messrs. P. McAuliffe and C. Collis were elected to fill two vacancies on the committee. The treasurer's report disclosed a satisfactory financial position and it was unanimously agreed to forward £21 to the College of Pharmacy Benevolent Fund.

THE NORTH

### **Pharmacy Closures**

CONTRACTORS FACING DIFFICULTIES

AT a meeting of the Northern Ireland General Health Services Board held in Belfast on February 27, the Board's pharmaceutical officer (Mr. A. W. Kernahan) stated that during the past year eighteen chemist shops had closed and he believed another two would cease to exist by the end of April. A number of causes had contributed to make the shops concerned uneconomic proposi-tions, Mr. H. W. Gamble agreed that all contractors providing a pharmaceutical service were facing great difficulties; for instance, they had to carry a wide range of expensive medicaments. Recently one company manufacturing expensive antibiotics had reduced the price of a proprietary by 25 per cent. but refused to make a refund to any contractor holding stocks. He warned the Board that the company's action was bound to have an adverse effect upon the pharmaceutical service. Contractors would be forced to carry a minimum stock of that company's preparations and occasions might arise where some delay in meeting the needs of patients would result. The local committee was considering the matter and would keep the Board informed so that doctors on the Board's list could be acquainted of the position and take action to avoid hardship to their patients.



IRISH REPRESENTATIVES AND THEIR GUESTS: Group photographed at annual dinner of the Irish Medical and Pharmaccutical Representatives' Association in Dublin recently, Included are Dr. N. Dolan and Mr. Gick (Irish Medical Association), Messrs. W. Joyce (president, Irish Veterinary Medical Association), M. F. Walsh (a member of Council, Pharmaccutical Society of Ireland), D. J. Kennelly (president, Pharmaccutical Society of Ireland) and D. Flanagan (chairman of the Association).

### NEWS IN BRIEF

New chairman of the microbiology group, Society of Chemical Industry, is Mr. J. J. Hastings (Dista Products, Ltd.).

A LEAFLET dealing with the payment of manual workers' wages by cheque is obtainable from local employment exchanges of the Ministry of Labour.

THE fourth International Druggists' Fair, Hilversum, Holland, is being held September 23-26 (information from 129 Ginnekenweg, Breda, Holland).

THE North-western section of the Institution of the Chemical Engineers is holding a second symposium on "Chemical Process Hazards with Special Reference to Plant Design" in Manchester, April 2-4.

THE National Health Service ophthalmic services, fees and charges have been amended with effect from March 1, to take account of increased prices for spectacle cases and for a number of metal frames

AN explanatory memorandum has been prepared for the guidance of users of radioactive materials (H.M. Stationery Office, price 1s. 6d.). It deals with the requirements of the Radioactive Substances Act, effective December 1.

Nominations for election to the Council of the Pharmaceutical Society and as auditors should be received by the secretary and registrar, 17 Bloomsbury Square, London, W.C.1, by March 18. Seven vacancies for Council members and five for auditors will occur this year.

In "Protective Methods in Chemical Works" (C. & D., February 2, p. 123) the warning against relying upon fans to keep a building free from dangerous fumes, gas or dust referred to fans in generalised atmosphere-filtration systems and not, of course, to fans installed specifically for the removal of fumes in particular processes.

THE Import Duty Drawbacks (No. 1) Order, 1963, which revokes the existing provision for the allowance of drawback of import duty on imported linseed oil used in the manufacture of fishing nets, and provides for the alteration of the rates of drawback of import duty on imported linseed and linseed oil used in the manufacture of specified exported goods including printers' inks.

LARGE quantities of finished detergents and raw materials were destroyed by a fire which gutted a 70,000 sq. ft. warehouse at the chemical factory of Marchon Products, Ltd., Whitehaven, Cumberland. on March 3. Damage is estimated at tens of £'000's. Two process workers lost their lives. It is understood that, despite the fire, no appreciable delay will take place in meeting orders.

THE Purchasing Officers' Association will hold an advanced purchasing course at Oxford, April 1-5. The Association's 1963 "Minibition," which provides manufacturers with an opportunity to show their products to buyers for industrial concerns and public undertakings, is being held in Brighton, Sussex, September 26-28. Details may be obtained from the Association Secretary, York House, Westminster Bridge Road, London, S.E.1.

### TOPICAL REFLECTIONS

### By Xrayser

### Salaries

Your thoughtful editorial comment on the new Joint Industrial Council wages agreement for retail pharmacy must have been read with appreciation by all those who realise that it is by that scale we shall be judged. I have discussed the subject with colleagues and have found that the general feeling is that the scale, while better than the last, is still unrealistic, and not in tune with current thought and current practice. You have emphasised a most glaring weakness in the structure in drawing attention to the small differential of £150 between the first and fifth years after qualifying. Reduced from professional salaries to terms of weekly wages, that represents a rise of approximately 10s. per week at the end of each year—not a very strong inducement. One would not offer the most lowly paid of juniors anything less. As you wisely observe, those responsible for the agreement should not consider that their task is finished.

### Preservation

Though none is left on the register of the Pharmaceutical Society whose presence there is due to his having been in practice at the passing of the Pharmacy Act of 1868, there is still a veteran band who embarked on their career in the dignified surroundings illustrated on p. 222. The Scottish Department is to be congratulated on taking active steps to preserve a "traditional" pharmacy of a kind which has almost disappeared from the contemporary scene. It takes little imagination to visualise a frock-coated and dignified figure emerging from the curved doorway behind the pillar, and less still to bring to mind the aromatic blend of fresh infusions of clove and buchu. When I entered pharmacy there were still names on the register of some who had been in business before the passing of the 1868 Act, but I wonder if any other certificate has survived. Sir John Erskine has put the Scottish Department and, indeed, the Pharmaceutical Society, in his debt by his thoughtful action in presenting the certificate which belonged to his father, and I feel sure he will be gratified to know that it has found an appropriate setting which, one feels, would have been approved by "an apothecary of the old school."

### Chloroform

The interesting account of the part played by David Waldie in suggesting that chloroform might be tried as an anæsthetic agent (p. 233) is illustrative of the almost casual way in which major changes are brought about. James Young Simpson, affected by the sufferings on the operating table, spared no effort in his attempt to find a suitable substance and, to the end of his life, hoped for, and was sure that there would be found, still better anæsthetics. His brief meeting with Waldie was another opportunity to seek the advice and help of, in his own words, "various professional friends more conversant with chemistry than I am." He was not satisfied that ether was the best answer, and had had ethereal tinctures of several potent drugs prepared by Duncan, Flockhart of Edinburgh for his experiments. Waldie's suggestion was avidly taken up, and a sample of chloroform was prepared for Simpson by William Gregory, professor of chemistry at Edinburgh University—for, as stated by your contributor, Waldie found himself unable to fulfil his promise to send a small quantity of the liquid. Following the self-inflicted anæsthesia of Simpson and his two friends, it was natural that Simpson should use the services of Duncan, Flockhart & Co. for further supplies. Simpson presented a paper to the Medico-Chirurgical Society of Edinburgh shortly after the first experiments in chloroform anæsthesia and, on its publication, he made it his first duty to send the first copy to Waldie. In a covering letter, dated November 14, 1847, he referred to the famous incident of ten days earlier when he, Dr. Keith and Dr. Duncan were all "under the table." "I am sure," he wrote to Waldie, "you will be delighted to see part of the good results of our hasty conversation." But the question of discovery is of little moment compared with the heroic struggle of Simpson to overcome objections to the use of chloroform on "moral" grounds. That was the ultimate triumph.

### IN PARLIAMENT

By a Member of the Press Gallery, House of Commons

FOLLOWING a ballot for notices of motions, Mr. R. W. Marsh gave notice in the House of Commons on February 27 that on March 15 he would call attention to the need for stricter control of the testing of clinical trials of new drugs and the safeguarding of the public against avoidable risks.

#### Audio-visual Teaching Aids

In a written answer on March I, MR, ANTHONY BARBER revealed that Dr. Brynmoor Jones (Vice-Chancellor, University of Hull) was to be the chairman of a committee appointed to survey the current use of audio-visual aids in teaching and research in the pure and applied sciences.

#### Multiple Sclerosis

An adjournment debate on the treatment of multiple sclerosis was initiated by MR H HYND on February 27. He said that there were at least 40,000 sufferers from the disease in the United Kingdom and he wanted assurances that research on multiple sclerosis received some measure of priority. Mr. BER-NARD BRAINE (Joint Parliamentary Secretary, Ministry of Health) said that although the disease was progressive, in the average case the expectation of life after diagnosis was as much as twenty years. The disease was responsible for about 900 deaths a year, but the total number who actually died from the disease and its complications was significantly higher. The two forms of treatment that had aroused most interest in recent years, were the Russian vaccine treatment and the Le Gac method. The vaccine was investigated by the Medical Research Council, but the results were disappointing. Mr. Braine added: "It is our impression that the Russian scientists themselves have recently become more doubtful of the basis on which this treatment was foun-ded." Nevertheless, limited quantities of the vaccine had been imported by individual patients when their medical advisers had confirmed the diagnosis and had certified that they would un-dertake and accept full clinical responsibility for treatment.

The method developed by Dr. Le Gac comprised the administration of broad spectrum antibiotics in prolonged courses and aimed at eradicating a supposed infective cause of the disease. It was coupled with a variety of supporting measures aimed at relieving the symptoms and physical disability of in-dividual patients. No confirmation had been obtained in Britain of the infective cause of the disease as suggested by Dr. Le Gac. Neurological specialists in the United Kingdom were fully aware of the Le Gac treatment and the claims made for it but in their opinion it did not offer a cure. During 1961-62 the Medical Research Council spent £12,000 in supporting research work directly related to subjects bearing on the disease, and it was estimated that the expenditure in the current work would be nearly twice that amount. Multiple sclerosis remained one of the most intractable diseases with which man was faced. Mr. Hynd asked if a doctor

wished to try the Russian vaccine was it available under the National Health Service? MR. BRAINE replied: "No, partly because it is a vaccine and partly because, as I have indicated, medical opinion in this country does not believe that it is efficacious for this purpose."

### Value Tax

MR. A. HOLT wanted to know if the Chancellor of the Exchequer would give consideration to the possibility of substituting an added value tax, as used in France. for the existing purchase tax. MR. E. DU CANN (Economic Secretary, Treasury), in a written answer on February 28, said that it was a topical issue and the Chancellor was watching closely the way in which informed opinion for and against an added value tax was developing, but "at this time of the year" he could not comment on such matters.

### Problems of Drug Control

MR. K. ROBINSON, on March 4, wanted evidence that the subcommittee of the Standing Medical Advisory Committee which was considering problems of drug control was treating the matter with the sense of urgency that the problem demanded. Dr. Barnett STROSS also wanted to know if the subcommittee was able to consider whether it was desirable that there should be compulsory notification of the side effects of all drugs that were commonly in use. Mr. POWELL (Minister of Health) gave an assurance that the subcommittee was treating the matter as one of urgency "and is working on it and studying it hard." It would be wrong for him to give any precise indication of the date on which he could expect an answer. The subcommittee's terms of reference were very wide and covered any aspect that fairly had a bearing on the problem.

#### Thalidomide

Mr. T. Driberg asked the Minister of Health if he would make a statement on the effects of thalidomide when administered as a sedative to young children; and if the effects were likely to persist so that girls, when adult, might be in danger of giving birth to de-formed babies. Mr. Driberg also wanted to know why there was a delay of five months between the withdrawal of thalidomide by the manufacturers and the letter from the Chief Medical Officer asking doctors to warn women who might have had access to the drug not to take it; if he was aware that warnings through the Press were meaningless to many patients, since containers of prescribed drugs had plain labels on which their contents were not named; and if, in view of the common habit of hoarding drugs no longer needed for immediate use, he would again request doctors to try to recover supplies of the drug that might still be in the possession of patients for whom it was prescribed. Mr. POWELL, in written replies on March 4, said he was advised that the administration of thalidomide in childhood had no effects which could have consequences in adult

life. Dealing with the other question, Mr. Powell confirmed that on withdrawing the drug, the manufacturers informed all doctors, publishing the fact in the professional journals; the Chief Medical Officer's letter called attention to an instance where a patient had not been warned following that action; advice to destroy all old drugs, whether labelled or not, was issued periodically by the Ministry.

#### Cruelty to Animals Act, 1876

MR. G. W. LAGDEN requested details concerning the issue of licences to conduct experiments under the Cruelty to Animals Act, 1876. MR. H. BROOKE (Secretary of State, Home Department), in a written reply on March 4, stated that during 1962 1,407 licences were granted. No formal application that reached the Home Office was refused.

#### Warble Fly Systemic Insecticides

Replying to a question by SIR JOHN LANGFORD HOLT about systemic insecticides, MR. J. SCOTT-HOPKINS (Joint Parliamentary Secretary, Ministry of Agriculture, Fisheries and Food), in a written answer on March 4, stated that the Warble Fly (Dressing of Cattle) Order, 1948, and its amending Order of 1960 did not prohibit the use of systemic insecticides. The new insecticides were very effective when properly applied, but it was impracticable to include them in the Orders as alternatives to derris, because it was not possible to prove whether or not they had been used.

#### Pesticides

MR. SCOTT-HOPKINS told SIR JAMES DUNCAN that nineteen Ministry of Agriculture scientists spent about half their time assessing pesticides for safety and efficiency. They were supported by about twenty other officers, most of whom were occupied full time on the work. The total annual cost was about £60,000. Advice was given by doctors, scientists and administrators from other Government departments. Scientific work on pesticides was also carried by the Ministry of Agriculture's advisory services and by research stations and universities grant-aided by the Government.

### Consumer Council

MR. F. J. ERROLL (President of the Board of Trade) told MR. G. DARLING, in a written answer on February 28, that he hoped to announce the name of the chairman of the Consumer Council, and its terms of reference "in the fairly near future."

### **NEW COMPANIES**

P.C.=Private Company, R.O.=Registered Office BROMLEY HILLS PHARMACY, LTD. (P.C.).—Capital £2,000. To carry on the business of chemists, etc. Directors: Ronald S. Bray, John G. Bray and Robert E. Hodson, M.P.S. R.O.: Granville Drive, Bromley Hills Estate,

Kingswinford, Brierley Hill.

FOLLOWS & HILLS, LTD. (P.C.).—Capital £4,000. To carry on the business of chemists and opticians, etc. Directors: Thomas B. Follows, Edna M. Follows and Sydney G. Hills, M.P.S. R.O.; Times Chambers, Park Road, Sitting-hourne.

### LEGAL REPORTS

### Essential Oils: Receiving Charge

AT the London Sessions, recently, James Barrett, Poplar; William Peter Mentessi, Stepney, and George Albert Brown, Stepney, pleaded not guilty to receiving five drums of essential oils (votivert and georgium) (vetivert and geranium) worth £2,800 belonging to P. T. Tetley & Co., Ltd. The jury acquitted Brown and he was discharged. Mr. R. E. Seaton (the chairman) sentenced Barrett and Mendischarged. tessi to nine months' imprisonment each. He said that had he reason to believe they were principals in the receiving, their sentences would have been a question of years and not months. Both men had been engaged in disposing of valuable stolen pro-

Capsules Deficient in Vitamin A

Ar Caerphilly, Glam, magistrates' court, recently, Mr. Hubert Gatehouse, M.P.S., Cardiff Road, Caerphilly, pleaded guilty to selling halibut-liver oil capsules deficient in vitamin A and was fined £5, with £4 17s. costs. prosecution stated that a public health official purchased a 2s. bottle of cap-sules that when analysed were found to be 55 per cent. deficient in vitamin A. For Mr. Gatehouse, who was said to have been a chemist in the town for twentyseven years, it was stated that the capsules had been sold in error by an inexperienced assistant. The pharmacy had recently been modernised, and professional stock-takers had been employed to look over the stock and dispose of any in doubtful condition. It appeared, however, that the bottle of capsules—the only one of its kind in the shop—had been overlooked.

### Pharmacist Aids Capture

A GLASGOW woman who was questioned about a forged prescription she had handed to the chemist, ran from the shop but was caught by the pharmacist after a street chase. At Glasgow sheriff court on February 26 the woman, Alice Burnet, Ledaig Place, Glasgow, pleaded guilty to uttering a forged N.H.S. prescription for 60 Prescr It was stated that the ludin tablets. accused had called at the Parkhead Pharmacy, Duke Street, with the prescription and handed it to the dispenser. She was told to call back later as the pharmacist was not present. On her return, Burnet was questioned about the prescription by Mr. Duthie, the pharmacist. When told that the writing on it did not seem genuine, Burnet ran from the shop. After a phase along the street she was caught chase along the street she was caught by the chemist with the aid of a policeman who had witnessed the incident. Burnet admitted the charge when questioned later by the police. She was fined £7 with the alternative of thirty days' imprisonment.

### Chemists' Appeal Allowed

A DECISION of the Minister of Health and the London Executive Council that John Keall, Ltd., Putney Hill, should have £295 withheld from their remuneration was quashed by the Queen's Bench divisional court on March 1.

The company was alleged to have supplied drugs and medicines to doctors private patients on National Health Service terms and later to have obtained "covering" N.H.S. prescriptions from another doctor. The prescription forms were then submitted to the Executive Council for payment. An order for costs was made against the Minister. Mr. Justice Winn, who sat with Lord Parker (the Lord Chief Justice) and Mr. Justice Lawton, ruled that what the chemists had done was not a breach of the regulation of which they had been found guilty. The Minister, dismissing the company's appeal and affirming a decision of the Joint Services Committee of the London Executive Council, had said he took a serious view of the matter. "He expressed the view that they had certainly entered into an arrangement with a doctor or doctors with the result that the Exchequer had been caused to meet the cost, apart from the statutory charge, of drugs ordered for patients by a doctor who was not rendering general medical services to them," continued medical services to them," continued the judge. "Nothing in my judgment is intended to express dissent from those comments of the Minister. The matter has not been investigated as a question of fact before this court. The point is whether the Minister erred in Mr. Justice Winn said the delaw.' cision of the Minister and the Executive Council was based upon paragraph 3 (1) of the Fourth Schedule of the National Health Service (General Medical and Pharmaceutical Services) National Health Service Regulations, 1954, which reads: chemist shall supply with reasonable promptness to any person who presents an order for drugs or appliances on a prescription form provided for the purpose by a Council and signed by a practitioner on the Medical List of a Council . . . such drugs or appliances as may be so ordered.

It was submitted on behalf of the applicants, that the provision did not contain any negative undertaking not to supply drugs to anyone who had not presented an EC10 form. That was obviously a correct submission. In his Lordship's opinion the Minister had

erred in law

Mr. Justice Winn added that 395 prescriptions were involved. Earlier, Mr. Rodney Bax, for the chemists, told the court that since the decision in the present case the Minister had brought out new regulations. "The trouble is that there was a loop-hole at the time," added counsel.

### **COMPANY NEWS**

Previous year's figures in parentheses

JOHNSON, MATTHEY & CO. LTD.—The group are making a  $£4\frac{1}{2}$  million bid for the capital of Blythe Colour Works, Stoke-on-Trent, Staffs.

WOOLLEY & ARNFIELD, LTD.— Mr. G. S. Woolley has resigned as director and vice-chairman of the company, and will be leaving the company on March 31.

W. W. HAFFENDEN, LTD. — The final dividend has been raised to 17½ per cent., lifting the total to 25 per cent. (against 20 per cent.). Group profit rose

to £101,403 for 1962 (£93,443) after tax of £109,373 (£113,735).

INTERNATIONAL NICKEL CO. OF CANADA, LTD.—Net earnings of the group for 1962 were \$94,221,000 (\$88,770,000) in terms of U.S. currency or \$3.19 (\$3.02) per common share.

EASTMAN KODAK (U.S.A.).—Results for 1962 show record sales of \$1,056 millions (\$989 millions) and earnings of \$3.64 (\$3.38). For the fourth quarter, however, sales dipped to \$336 millions from \$340 millions a year ago and earnings to \$1.12 a share from

A. BOAKE, ROBERTS (HOLD-INGS), LTD.—Single dividend of the albright & Wilson, Ltd., has been cut from 30 per cent. to  $21\frac{2}{3}$  per cent. Group profit for 1962 fell to £131,990 from £213,564 for the previous 53 weeks after tax of £64,954 (against £192,172).

PARKE, DAVIS & CO., Detroit, U.S.A., are negotiating to acquire the Amalgamated Chemicals Co., Sydney, Australia. Amalgamated directors have told shareholders that any interested company would need to offer a substantial premium over the present market price of the company's shares for its offer to be seriously considered.

SCOTTISH HERITABLE TRUST.

— The Scottish Heritable Trust has acquired for £185,423 in cash and shares the Rushton Group of Companies (manufacturers and wholesalers to hairdressers and chemists) in the north of England, Messrs, A. Cochrane Duncan and Sidney M. Levy (directors of the Trust), become directors of the Rushton companies.

KNIGHTS (MANUFACTURING CHEMISTS), LTD.—Formal completion of the transfer of the share capital of the company to The British Drug Houses, Ltd., has now been completed. In addition to Mr. A. S. Cox who continues as managing director, Messrs. F. W. Griffin (chairman) and C. L. Parther an ker have been appointed directors. The company will trade in future as B.D.H. (Knights), Ltd.

CHESEBROUGH-PONDS, LTD.-Mr. F. L. Plummer (formerly managing director) has been appointed chairman of the company. He succeeds Mr. J. S. Gwatkin, who has relinguished the chairmanchin in order to linquished the chairmanship in order to give more time to outside commit-ments. Mr. Gwatkin will, however, remain on the board. Mr. Neil Falkner (formerly assistant managing director) becomes managing director and chief executive officer.

SAVORY & MOORE, LTD.—From April 1, Mr. J. R. M. Tulloch becomes joint managing director with Mr. R. W. V. Neathercoat, who is also chairman. Mr. Tulloch relinquishes the position of secretary. As from the same date Mr. H. A. R. Russell becomes deputy chairman and relinquishes the position of assistant managing director, and Mr. B. C. McNeil, who is presently the chief accountant, becomes the secretary.

HICKSON & WELCH (HOLD-INGS), LTD.—Mr. B. Hickson, (chairman) states that selling to the

Common Market over the common tariff barrier will be difficult, especially as the main Continental competitors will have no tariffs to surmount. This, he says, will apply in particular to the chemical side of the group's activities. Turnover and profit of Ronsheim & Moore were marginally greater than for 1960-61.

IDRIS, LTD. — Mr. I. T. Idris (chairman) reports an overall rise in group sales to date in the current year, but some of the established lines are still feeling the effect of purchase tax and are running below last year's figure. Due to the tax imposition and exceptionally poor summer, group trading profit for the year ended October 31, 1962, fell to £257,062 (from £342,057). Dividend is cut  $2\frac{1}{2}$  per cent. to  $17\frac{1}{2}$  per cent.

CLAUD CAMPBELL WAXES, LTD.—The company have acquired all the shares of Technical Waxes, Ltd., forming the new company of Campbell Technical Waxes, Ltd. Dussek Bros., Ltd. (a member of the Burmah Oil Co., Ltd., group and owners of the buying company), will, therefore, have the controlling interest in Campbell Technical Waxes, Ltd. The new board will be: Mr. D. Ivan Campbell (managing director, Claud Campbell Waxes, Ltd.), Mr. M. J. Mackridge (managing director and founder of Technical Waxes, Ltd.) as the joint managing directors and Messrs. Claud B. D. Campbell, A. J. Green, R. V. Chick, R. A. Farley, J. H. C. Davy and A. W. Thompson of Claud Campbell Waxes, Ltd.

GENERAL ANILINE & FILM CORPORATION (U.S.A.)—The United States has reached an agreement in principle with the Swiss holding company Interhandel for the sale of the General Aniline and Film Corporation. The exact amount each side will receive from the sale cannot be determined until the sale price is known. General Aniline will be sold on a competitive bid basis—subject to U.S. court and Interhandel shareholder approval of the agreement. Foreign bids will not be accepted. General Aniline was taken over by the U.S. Government in 1942 as German enemy property. Interhandel started recovery proceedings in 1943 claiming that it owned 89 per cent. of the shares. The company has factories in eight states.

ALBRIGHT & WILSON, LTD. — A final dividend of 14 per cent. making a total of 20 per cent. for 1962 is recommended. Sales were £2 millions higher at £55 millions, and the group trading surplus, including investment income, amounted to £8,489,000 (£8,432,000). After depreciation and tax, etc., the group net profit is £2,694,000 (£2,954,000), of which £2,516,000 (£2,713,000) is attributable to the holding company. The directors state that an expansion in sales, particularly of exports, but at generally lower prices, resulted in a 4 per cent increase in sales value and a small increase in trading surplus. Taxation shows little change from last year, although profit after depreciation is lower, because investment allowance relief has fallen from £449,000 to £332,000. Forecasts for 1963 indicate that there should be some improvement in profit but any

marked change from 1962 is unlikely, they add,

### **BUSINESS CHANGES**

MALLPAS PHARMACEUTICALS, LTD., have removed to 141 Victoria Street (P.O. Box 140), London, S.W.1 (telephone: Victoria 0601).

DRUG HOUSES OF AUSTRALIA EXPORT, LTD., have transferred their London office to St. Margaret's House, 18 Southwark Street, S.E.1 (telephone: Hop 1356).

LONDON CO-OPERATIVE CHE-MISTS, LTD., are to open a pharmacy at The High, Harlow, Essex, under the management of Mr. E. W. Hutton, M.P.S.

ACME VACUUM FLASK CO., LTD., Bridgend, Glamorgan, will cease to trade in vacuum flasks on and after March 31. All accounts will be transferred to the parent company, Antiference, Ltd., Aylesbury.

THE RANK ORGANISATION has formed a new division, the Rank audio visual and photographic division, to operate within the United Kingdom and Eire. It will control the activities of three trading units: Rank audio visual, Rank photographic, and Rank film library. Mr. J. P. Collis has been appointed the division's manag-ing director. Headquarters are at 19 Mortimer Street, London, W.1. photographic and audio-visual units will operate from that address; the film library will continue to operate from 1 Aintree Road, Perivale, Middlesex. The Rank Organisation have also announced the revision of the group's long-standing agreements with the Bell & Howell Co., Chicago. Rank will continue to manufacture the Bell & Howell 16 mm. sound projectors at their Mitcheldean factory and to supply a large number of territories in the Eastern Hemisphere through a new Bell & Howell marketing organisation based in the United Kingdom. With the object of offering more competitive and up-to-the-minute designs, the Bell & Howell 8 mm. amateur cine products will be supplied from Bell & Howell manufacturing facilities and not, as previously, manufactured at Mitcheldean. The Rank Organisation will continue as the sole distributor in the United Kingdom and Eire of both 16 mm. and 8 mm. Bell & Howell products.

### **Appointments**

BOURJOIS, LTD., Croydon, Surrey, have appointed Mr. C. Arnold Wheeldon their general sales manager.

CUSSONS, SONS & CO., LTD., Kersal Vale, Manchester, have appointed Mr. H. J. McAleer their product manager.

ERNEST JACKSON & CO., LTD., Crediton, Devon, have appointed Major C. J. Lynch, B.Sc., their managing director. Mr. W. E. Jackson continues as chairman. Mr. R. A. Hamer is appointed marketing and sales manager from March 11 in the place of Mr. S. K. Markham, M.P.S. Mr. Markham becomes commercial and sales servicing manager.

### **PERSONALITIES**

MR. W. E. PHILLIPSON, M.P.S., who was group chief pharmacist to the North Manchester and Springfield and Swinton Hospital Management Committees until he retired two years ago, has been appointed a member of the Springfield and Swinton Committee

MISS MABEL A. FIELDING, M.P.S., who has been in business as a pharmacist at 29 Queen's Road, Halifax, for the past twenty-five years, is shortly to retire. Trained under her father, she carried on the business after his sudden death. First woman in Halifax to qualify as a pharmacist, she was also the first woman to become chairman of Halifax Branch of the Pharmaceutical Society. An uncle (Mr. Clement Fielding) was also a pharmacist in Halifax.

MISS MARY A. BURR (president of the Pharmaceutical Society) is to receive an honorary Master of Arts degree from Nottingham University at the degree congregation to be held on July 5. Miss Burr, who is in retail practice in Nottingham, was educated at a convent in Warwickshire, at Sheffield University and at University College, Nottingham. She is a member of the advisory committee for pharmaceutical education, Nottingham University, and pharmaceutical representative on the recent University Court. She was the subject of "Figures in the Pharmaceutical World" in the C. & D., March 2 (p. 234).

MR. JAMES FALLOWS McNEAL has sent to the secretary of the Phar-

m a c e u t i c a l Society a letter announcing his retirement from the Council at the end of his term of office in May. He thus ends a term of twenty - seven years on the Council, for it was in 1936, largely on the strength of a "Bill of Pharmacy" that cap-



that captured the imagination of his own
(Harrow) Branch and then of a wider
electorate. During his Council membership, Mr. McNeal served more than
one term as vice-president but never
achieved highest office. In both the
causes he had most at heart (better
recognition for Forces pharmacists and
restriction to pharmacists of the sale
of drugs and medicines) Mr. McNeal
has had the mortification of seeing
little advance. Mr. McNeal recently
disposed of his pharmacy at Watford,
Herts, and will be retiring to Clactonon-Sea some time during the present
year.

MR. G. S. WOOLLEY, who is resigning from the board of Woolley & Arnfield, Ltd. (see p. 249), joined James Woolley Sons & Co., Ltd., in 1926 and continued as a director when the company was acquired by The British Drug Houses, Ltd., in July 1962. Mr. Woolley has played a prominent part in phar-

maceutical industry, holding at various times offices with the Association of the British Pharmaceutical Industry and Proprietary Articles Trade Association. For some time past, Mrs. Woolley has been living in the Canary Islands for health reasons and it is Mr. Woolley's intention to take up residence there shortly.

MR. J. R. WHINFIELD who, with Mr. J. Dickson, discovered the polyester fibre Terylene, retired from Imperial Chemical Industries, Ltd., on February 28. He had been with I.C.I. since 1947, and a director of the company's fibres division since 1956. Mr. Whinfield joined Calico Printers' Association as a research chemist in 1923. He made his discovery, with a colleague James Dickson, while they were working in the laboratories between 1939 and 1941.

### **DEATHS**

CRISP.—Recently, at the Royal Infirmary, Edinburgh, Mrs. Roberta B. Crisp, wife of Mr. Leonard Short Crisp, M.P.S., 12 Church Hill Place, Edinburgh.

CROSS.—On January 22, Mr. William Marsden Cross, M.P.S., 8 Kingslea Road, Withington, Manchester, 20. Mr. Cross qualified in 1937.

CRUMMACK. — Recently, Mr. George Cecil Crummack, F.P.S., 4 Belvedere Road, Scarborough, Mr. Crummack qualified in 1907 after attending the Leeds School of Pharmacy. He joined Thompson & Capper as manager of their Leeds branch, and later became northern representative for the Rexall Drug Co., a position he held until his retirement. He was twice (1928 and 1947) chairman of the Leeds and district branch of the Pharmaceutical Society. In 1929 he succeeded the late Arthur W. Lupton as branch secretary, holding that office until 1946.

Mr. W. Howarth (present secretary of the Branch) writes:—During the seventeen years G. C. C. was secretary of the Leeds Branch, he did a tremendous amount of work in establishing the branch system. His quiet, gentle manner and his desire to help all sections of pharmacy made him very popular. His work at the Leeds College of Technology, both as a governor and a member of the pharmacy advisory committee, and his help and encouragement given to students, will be gratefully remembered by many pharmacists. On his retirement in 1946 the Leeds Branch presented to G. C. C. and Mrs. Crummack a magnificent eighteenth-century oak dresser in appreciation of his long and active service to pharmacy in the Leeds area.

Mr. A. Gordon Reed writes: Reading of the death of George Crummack brought memories of over thirty years ago coming flooding back. To the postwar generations of pharmacists in Leeds, G. C. C. is a legend of nothing but good. To those of us who qualified in the early thirties he was very much a beloved personality. Amongst the older generation (to us then) of hard working but sombre pharmacists who ran the Leeds Branch then he was a ray of sunshine and inspired our confidence at a time when pharmacy was at its

lowest ebb. Ever smiling with an impish sense of humour which inspired him to date one branch circular "Bonfire Night" he always had a welcome for the younger end. Perhaps the work that gave him most quiet satisfaction was a job for which he did not get full credit. I refer to all the preparatory work he did in 1932-33 for the Leeds Conference of 1934. Mr. F. Simons was, of course, local Conference secretary, but the preliminary spade work that G. C. C. did in running dances, whist drives, and the rest went a long, long way to guaranteeing the success of that Conference.

DOWNEY. — On February 22, after a long illness, Mr. James Downey, M.P.S.I., 6 Main Street, Cashel, co. Tipperary, Eire. Mr. Downey qualified in 1912 and carried on a successful retail pharmacy for some years. He was a brother of the Right Rev. Monsignor

M. Downey, Nebraska, U.S.A., and is survived by his widow.

EDWARDS. — Recently, Mr. Leslie Darton Edwards, M.P.S., 88 Newcastle Lane, Penkhull, Stoke-on-Trent, Staffs. Mr. Edwards qualified in 1927.

FIELD. — On March 5, 1963, Mr. Ernest Harry Field, M.P.S., 30 Hills Road, Cambridge. Mr. Field qualified in 1903.

FLANAGAN. — On February 25, Miss Annie Eva Flanagan, M.P.S.I., St. Patrick Street, Castlerea, co. Roscommon. Miss Flanagan qualified in 1913.

GREIG. — On January 19, Mrs. Elizabeth Baillie Greig, M.P.S., 38 Pilmuir Street, Dunfermline, Fife. Mrs. Greig qualified in 1922.

MACINNES.—On February 13, Mr. Colin MacInnes, M.P.S., 29 Third Avenue, Glasgow, S.4. Mr. MacInnes qualified in 1919.

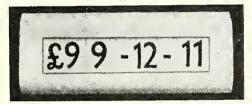
### DISPLAY ADJUNCTS AND EQUIPMENT

### Wide range at London exhibition

DISPLAY Market Week was held in London from February 25-28.

BARWAY HIRE SERVICE, Darley House, 1 Lower James Street, London, W.1, showed a selection from their range of objects for use in display, including such widely varying articles as acetylene lamps and warming pans.

BILDSTAND, LTD., 3 Waverly Mount, Nottingham, showed a range of interchangeable display stands, comprising a comparatively small number of planned components that may be assembled in a large variety of designs. The units are washable,



collapsible and easily stored. Described as "an entirely new development in price marking," the Rotic perpetual price marker provides over 25,000 price combinations "at the flick of a finger." The Neo-Attractor moving electric sign requires no special fitting and can be readily moved to fit in with window or counter displays.

CAPITOL DISPLAYS, LTD., 116 Blackheath Road, London, S.E.10, showed examples of their range of display stands and sales merchandisers in various materials and finishes and also offer a specialist display design service.

CHURCH & Co. (FITTINGS), LTD., 26
South Street, Reading, exhibited a
full range of Hokon and Profit merchandising equipment, including fixed
wall shelving, free-standing wall
shelving units and gondolas.

DAGENHAM WIRE WORKS, LTD., Lambs Lanes, Rainham, Essex, presented a selection from their extensive range of display accessories. They included nestling units, stands, pedestals, etc., and are executed in wire rod, tube and other materials with a variety of finishes (including plastic coating).

DISPLAY ELECTRICS, LTD., 4 Earl Street, London, E.C.2, showed a new "flood-lighting pelmet" supplied with a comprehensive and readily interchangeable kit of letters, numerals and symbols, it displays a message and, at the same time, floodlights displays or windows. Also exhibited were revolving and flashing interchangeable electric signs.

KENNETT PRICE MARKERS, LTD., 55A Eastgate Street, Winchester, Hants, showed an attractive and compact new sign board measuring 8 x 11 in. It provides fourteen lines of lettering and comes complete with a set of letters. Also featured was the Kenlett Petite interchangeable pricing set, claimed to be the smallest in the world.

London Industrial Art, Ltd., 51 Lisson Grove, London, N.W.1, displayed the Graforel range of gummed cork lettering, which is available in many type faces and surface finishes. Also featured were facia letters in Perspex, anodised aluminium, brass, and laminates, together with a variety of injection moulded plastic lettering in the company's Pintype and Alphaplex ranges

Marler Haley (Barnet), Ltd., Queen's Road, Barnet, Herts, featured their Gambits counter or window display units for small merchandise. Made of brass in two finishes (polished or chromium plated), the oval or wedgeshaped shelves are covered in felt. Also on show were a range of spot lights including the new FocaSpot which provides a mobile source of strong illumination with variable focus. The company's "Spaceframes" are claimed to provide "a lightweight, rigid, completely demountable method of converting space into selling areas."

Southgate Tubular Products, Ltd., 148 Chase Side, Southgate, London, N.14, exhibited a range of display stands, dispensers and display equipment including new battery operated turntables and rotary spot lights. Also shown was a new range of peg-board fittings and coloured plastic letters and numerals.

### **NEW PRODUCTS AND PACKS**

Antitussive Capsules. — Evans Medical, Ltd., Speke, Liverpool, 24, have added to their Coscopin range of antitussive products capsules each containing 25-mgm. of noscapine. The foilwrapped capsules are presented in catch-cover of twenty.

Pædiatrie Suspension.—Latest speciality of Calmic, Ltd., Crewe, Ches, is Calpol pædiatric suspension, each fl. dr. of which contains 84 mgm. of paracetamol. The pack is a bottle of 4 fl. oz. The suspension has been formulated to provide paracetamol in a palatable form for administering to infants and young children in need of an easily administered analgesic. Messrs. Calmic have also added to their range a pack of 250 0.5-gm. Calpol tablets.

Oral Respiratory Stimulant.—Riker Laboratories (division of Vantorex, Ltd.), Loughborough, Leics, have made available an oral form for pædiatric use of their Vandid respiratory stimulant. The new product is packed in a dropper bottle containing 5 mils of a 5 per cent. solution of vanillic acid diethylamide in 25 per cent. ethyl alcohol. In its new form Vandid is suggested as suitable for the treatment of neonatal asphyxia, cyanotic attacks in premature infants, and respiratory distress syndrome.

Control of Non-productive Cough.-Eli Lilly and Co., Ltd., Basingstoke, Hants, announce the introduction of a new speciality, Letusin brand lævopropoxyphene, a specific drug for the control of non-productive cough. Unlike codeine and many other cough sup-pressants, Letusin is claimed not to cause constipation or produce sedation, and to retain its effectiveness without the development of tolerance. The product is available in packs of twenty and 100 100-mgm. pulvules (384) and as a suspension (M109) in bottle of 4 fl. oz.

Analgesic for the Ulcer-prone.-John Wyeth & Brother, Ltd., Huntercombe Lane South, Taplow, Maidenhead, Berks, announce the introduction of a new speciality Zactipar tablets for anæmic ulcer-prone patients. Each tablet contains 75 mgm. of ethoheptazine citrate, plus 400 mgm. of paracetamol. It is claimed safe and effective in relieving acute and chronic painful conditions, while having a low incidence of side effects. It may be used with con-fidence, the makers claim, as a routine analgesic even in elderly dyspeptic and anæmic patients. The pack is a bottle of 100 tablets.

Reetal Analgesic.-William R. Warner & Co., Ltd., Eastleigh, Hants, are introducing to doctors, from March 1, a new speciality for the treatment of rectal and perianal conditions in which pain is a problem. The new treatment, Anugesic is available as suppositories and ointment, is similar in formulation to Anusol, but with the addition of the local anæsthetic pramoxinc. There are no statutory restrictions on the sale of Anugesic but the company advise that, because the product contains a local anæsthetic, it should be used only after medical examination "since self-medication with this kind of preparation could mask the symptoms of more

serious conditions." For simple hæm-orrhoids when pain is not a problem, Anusol is, the makers state, "un-Anusol is, the makers state, "un doubtedly the treatment of choice. Anugesic suppositories are packed in



container of twelve, the ointment in container of 25 gm.

Newest Pink.—Named "Make Believe Pink," a new colour by Revlon International Corporation, 86 Brook Street, London, W.1 ("a gentle pink, an impression of a pink, a pink shyly pretending to be peach") becomes available from April 24 in Lustrous lipstick, super Lustrous II lipstick, regular and frosted nail enamels.

Concentrated Bubble Bath. - Abietsan Manufacturing Co., Ltd., Concordia Works, Carmichael Road, London,



S.E.25, are putting on the market a concentrated bubble bath in plastic bottle. For display purposes the bubble bath is sent out twenty-four to a carton.

New Presentations. — Having taken over the distribution of Cutipen and Nutrinail (see C. & D., February 2, p. 115), Foster-McClellan Products, Ltd., Cornwall Road, Hatch End, Middlesex, have introduced new labels and display cartons for the products. Cutipen cream is claimed to contain ingredients that soften and smooth away dead tissue around the nails, leaving a clear, clean outline and revealing the "half-moon." The specially designed container has tightly fitting outer and inner caps to prevent leakage and to enable the product to be carried in a handbag and used at any time. Nutrinail, "the used at any time. nourishing cream in the massage container," is claimed to make and keep the nails healthy, strengthening their structure, and preventing them from

becoming brittle and flaky. It is packed in a leakproof easy-to-use container with soft pliable massager head.

A New Perfume.—Bourjois, Ltd., 2 Old Bond Street, London, W.1, have launched a new perfume, Premier Muguet, which "seems to heighten the very dramatics of lilies of the valley, producing a perfume so typically French that women will wear it with a sense of romance." A reproduction of the flower decorates the cap, and a spray of lilies of the valley is presented with the perfume. In the same fragrance are Cologne, talcum powder, bath cubes and soap. The products are to be on sale to the public from May 1.

Perfumed Roll-on Deodorant.-Sidney Margolis, Ltd., Hemp Row, London, S.E.17, are now in production with a new French perfumed roll-on de-



odorant, as illustrated. The product is claimed a great improvement on the company's previous (and popular) presentation. Even larger sales are therefore expected with the new container, which has silk screen printing on both sides and incorporates a "captured" ball that applies the appropriate amount of deodorant.

Sponge-eellulose "Slice."—Sponcel, Ltd., 40 Chancery Lane, London, W.C.2, are introducing to the British market a British-made sponge-cellulose "slice" of a type that has brought sales in millions in Australia. The British line, Moppet, "dries and wipes clean all smooth surfaces." It is avail-able in packs of 3 doz. in assorted colours, polythene wrapped, including display "dispenser" in each pack.

### TRADE NOTES

Now Gas-packed. — Cow & Gate, Ltd., Guildford, Surrey, announce that four more of their products, Beurlac, Lacidac separated and Sponlac, and low-calcium Cow & Gate, each in 12-oz. tin, are now in gas-packed containers.

Washing Squares Offer. — During March and April, Butler & Crispe, Ltd., 80 Clerkenwell Road, London, E.C.1, are making a special offer of a selected assortment of one gross of washing squares. Details are to be found elsewhere in this issue.

Improved Hairnet.—The Lion 9 invisible hairnet is a new and improved model issued by Robert Shaw & Co., Ltd., Ascot Works, Ascot Road, Notting-ham. It is described as a "fine wispy trace of a hairnet," and is claimed as strong as the previous thicker nets yet only detectable under close inspection.

Stainless-steel Shaver Head.—Latest model electric shaver to be introduced by Shick, Inc. (U.K.), Ltd., Newpound, Wisborough Green, Billingshurst, Sussex, is the Superspeed, featuring a head of precision-milled surgical stainless steel, claimed a great improve-ment over the more usual carbon steel and giving a head that "starts sharper and stays sharper." The Superspeed has a speed equivalent to the fastest and most popular setting on the existing Schick three-speed model and the head is adjustable to give the most comfortable depth of shave for each user. Before leaving the factory every shaver undergoes a 4,000-volt test held for one minute to ensure compliance with both British and European Economic Community standards tests. The shaver is backed by a one-year

guarantee. Two models are available: a single-volt (190-240) shaver for use on the standard voltage system in this country; and a multi-volt (190-240 to 140-60 and 90-120) model for travelling men. Adjustment from one to the other is "at the flick of a switch."

Why the Blades are Scarce.-Wilkinson Sword, Ltd., Southfield Road, London, W.4, will be using large spaces in six leading national newspapers (Daily Express, Daily Mirror, Daily Telegraph, Daily Herald, The Times, The Guardian) during the week commencing March 11 to tell shavers why they may have had difficulty in obtaining Wilkinson stainless razor blades. The manufacturers hope that, by explaining that the reason is that despite production increases, demand still outstrips supply, they may be saving retailers from long explanations to disappointed customers. The advertisements acknowledge co-operation from both wholesalers and re-

tailers in helping to achieve the fairest distribution of the blades.

#### **Bonus Offers**

PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD., Dagenham, Essex. M. & B. antiseptic cream. Thirteen invoiced as 12.

WILLIAM FREEMAN & CO., LTD., Suba-Seal Works, Staincross, Barnsley, Yorks. Suba-Seal hot-water bottles. Extra 5 per cent. on orders placed before June 30 for delivery before December 31.

FOSTER-McClellan Products, Ltd., Cornwall Road, Hatch End, Middlesex. Cutipen and Nutrinail. One Cutipen and one Nutrinail free for each doz. of Cutipen and/or Nutrinail ordered.
Until March 31. [Corrected note.]

### INFORMATION WANTED

The Editor would appreciate information about: Dr. Mackenzies Veinoids

### "BREAK-THROUGH" CLAIM FOR NEW CAMERA

### And a simultaneous launching in three continents

A CAMERA with instant loading, automatic wind-on that prevents doubleexposure (non-exposure, too); with no adjustment for different film speeds since each of the four films it takes require the same exposure; a camera in four variants, three with built-in flash unit—that is the new Kodak Instamatic.

THREE OF THE FOUR MODELS: The Instamatic 50, with instant cartridge reload; Instamatic 100 with built-in flash unit also; and the Instamatic 400,

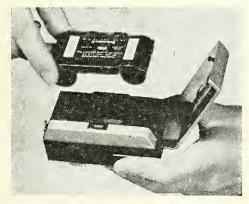
introductory speech, Dr. D. A. Spencer (managing director of Kodak, Ltd.) said the reason for synchronising the announcement was that for the first time in Kodak's history there was to be a world-wide promotion campaign. In the new Instamatic system, the company believed it had made a real contribution

wind is used to bring the next frame into position. Thus every frame is exposed and none can be doubleexposed.

The four films available in the Kodapak cartridge (No. 126, picture size 26 mm. square) are Verichrome pan film for black-and-white, new fast "X"



Claimed a "major break-through," the camera was given a simultaneous send-off (allowing for local time dif-ferences) in Australia, England and the United States on February 28. In an



Loading the Kodak Instamatic camera is a matter of raising the hinged back, dropping in the plastic cartridge, and closing again.



towards eliminating the complexitieswithout narrowing the scope—of black and white and colour, daylight and flashlight photography. Key to the sys-tem was the Kodapak cartridge—"the first radical simplification of film loading and handling since we introduced the roll film itself more than seventy years ago." The camera reduced the complexities of black-and-white and colour snapshotting by daylight or flash to the point where anyone could learn the drill in a few moments.

The camera is small, neat, rectangular, "with none of the protuberances of the normal camera," looking more like a small transistor set. A Kodapak cartridge is dropped into the back of the camera, correctly aligning itself with the film plane. The cartridge contains a roll film and take-up spool to which the paper is pre-attached. A rapid lever-wind brings the first frame into position and stops automatically. The same automatic stop operates when the lever-



colour films (Kodachrome-X for slides, Kodacolor-X for prints) and at a later date Ektachrome.

There are four models. The Instamatic 50 has all the easy-load advantages of the system. It is fitted with flash contacts to take an accessory flashholder. The Kodak Instamatic 100 has a concealed built-in flash unit, which pops up ready for use at the touch of a button. The Instamatic 300 has all the features of the other cameras, plus a built-in exposure meter, which sets the correct exposure for every picture automatically. A low-light signal in the view-finder warns when the light is too poor for all but flash pictures. The Instamatic 400, with flash unit and builtin automatic meter, is motor-driven to give fully automatic film winding.

kodak Instamatic cameras are being shown to the public for the first time at the Photokina exhibition, Cologne, Germany, March 16-24. They will be on sale to the public in the United Kingdom from May 1. Press and television advertising in scheduled to begin vision advertising is scheduled to begin in mid-May.

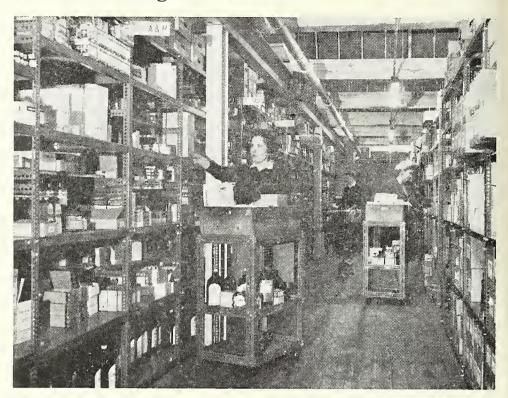
### PERFECTED SERVICE IN A RESTRICTED REGION

Objectives of a Nottingham wholesaler

A WHOLESALE distribution service that operates from Standard House, Prospect Place, Lenton, Nottingham, has a number of noteworthy characteristics. One is its name, which gives no clue to its present activities, and little — though some — to its origins and development. Established in 1932 as a buying group by the proprietors of six Nottingham pharmacies (the present chairman, Mr. F. W. Shepherd, Messrs. J. R. Ball and A. E. Turner among the present directors, and the late Messrs. George Godson, R. C. S. Potts and James Stanley). All were pharmacists except Mr. Potts but he had an asset that was later to prove of considerable value. Grandson of the originator of the widely known "patent" medicine the Infants' Friend soothing mixture, he was the principal director of the limited company that developed out of the original business. In the period of the Depression, when the difficulties of retailers, not least in Nottingham, were one of the urgent reasons why the buying group was set up, the offer of an already registered title was a monetary saving that was most welcome, so the company came to operate, and continues to trade, under the title Potts Infants' Friend, Ltd. The original proprietary is still supplied and sells well locally.

#### **Operating Under a Trust**

A second noteworthy feature of the company, especially in one of its relatively small size, is that it operates under a Trust for the 120 shareholding customers who benefit by dividends on their purchases. All the shareholders are pharmacists in the counties of Nottingham and Derby. Among the seven directors of the company are two non-pharmacists — Mr. C. G. House, A.M.B.I.M., who joined the organisation as general manager in 1950, bringing with him a long experience gained with the wholesale distributing company, E. H. Butler & Son, Ltd., Leicester, has been closely associated with the period of greatest expansion of the company, to whose board he was promoted in 1960, and Mr. T. Higson, F.C.A. The other "working" director, Mr. D. R. Shaw, M.P.S., who controls the accounts department, joined the company in 1962, but can claim a much longer association with it. As an apprentice 1932-36, at Wilson's Pharmacy, Willoughby Street, in whose premises the original buying group had



Filling customers' orders from the shelves.

its first warehouse, it fell to him to give a hand in assembling and packing the goods. In 1934 the firm moved across the road to the former New Inn premises illustrated on this page, where it was conducted in conditions that became increasingly more cramped, and which, as a companion picture shows, are not appropriate to the competitive conditions of today. In 1962 a hosiery factory was taken over and converted into a warehouse, and a specially designed office block built in front of it. There, today, it operates in conditions of efficiency and comfort. The warehouse shelving is sectionalised into departments for "ethicals," drugs and galenicals, "patents" and sundries. There are separate unloading and loading bays for the acceptance of goods in bulk and their dispatch in thrice-daily deliveries to chemists in Nottingham and district four-times-aweek deliveries to chemists in Derby and places en route.

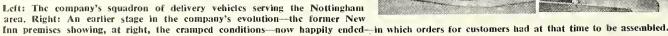
In the office building the floor area is compact but well used. Most obvious point of contact with chemist customers is the order department, where orders are taken down by 'phone or accepted

overnight by telephone-linked tape recorder. Orders written out by telephonists are triplicated for use as invoice, dispatch note, etc., on a copying machine. One copy goes by pneumatic tube to the warehouse, where girls assemble the goods from the stocks ranged on the metal shelves in the sequence that has, over the years, proved most speedy and satisfactory. Also on the ground floor are a stockcontrol department, with hatch window on to the warehouse and daily contacts with the representatives of supplying manufacturers, a sundries showroom at which callers can see displayed a range of seasonable lines, and a "town" counter that, as elsewhere, is in diminishing use by reason of the facilities for ordering and delivery, so much in advance of what was once the normal practice, Upstairs are offices for costing and accounts.

### **Direction of Development**

Two other features of the organisation demand mention. One is that its ambitions lie in the increase of service to existing customers in preference to the widening of its territory or the









opening of branches. In that respect it retains the essentials of its original purpose, though it has long gained



An order clerk transcribes tape-recorded orders telephoned by chemists overnight.

manufacturers' recognition as a true wholesaler and offers service to any chemist in the area, whether or not he is a shareholder in the trust. It has many non-shareholder customers today. For its customers it has the aim to provide so complete a service that they have no need to go elsewhere, but does not claim that that objective has yet been completely achieved.

The last has less to do with the ac-

The last has less to do with the activities of the organisation as a trading company but more to do with its staff and director-manager Mr. House, who organises an annual dance for staff, customers and friends, the profits from which are donated to charity. The 1963 event resulted in the sum of £112 being handed over to the funds of the Muscular Dystrophy Group for research.

Prospects are bright for the future of this enterprising company, which is ever on the look out for ways of improving the facilities it offers its

### MANUFACTURERS' ACTIVITIES

Film Afternoon. — Rentokil Laboratories, Ltd., School Lane, Fetcham, Surrey, organised a film afternoon at their advice centre at 16 Dover Street, London, W.1, on February 16. The programme comprised four films: "Kenya Adventure," the Pyrethrum Bureau's colourful account of a safari; "The Rival World," Shell Film Unit's fascinating look at insect life; "R.M.S. Victoria"; and a Rentokil film, "The Intruders," which recently won an Industrial Screen public relations award.

Lectures on Modern Merchandising.—The activities of the modern merchandising methods department, National Cash Register Co., Ltd., are being considerably expanded, principally into certain non-food trades. Scheduled for later in the year is a proposed residential course of lectures on modern pharmacy operation to be held in conjunction with County Laboratories, Ltd. Further information is

available from M.M.M. department, National Cash Register Co., Ltd., 206 Marylebone Road, London, N.W.1.

A Tournament for Professional Golfers.—The Gevacolor film tournament recently announced by Gevaert, Ltd., Great West Road, Brentford, Middlesex, is one of the few professional tournaments to be held in the South of England in 1963. Principal object of the

company in sponsoring the tournament has been to familiarise the golfing public with the name of Gevaert in association with colour films. The date (week beginning May 13) is that in which an International Photo Fair is being held at Olympia and coincides with a State visit to Britain by King Baudouin and Queen Fabiola of Belgium.

### MODERNISATION PUTS UP TURNOVER

A shopfitting improvement at Rugby

SO little had been moved for half a century in the pharmacy of John Fleet, Ltd., Rugby, that when it was modernised in 1962 papers dated May 1906 were found behind its dark mahogany fittings.

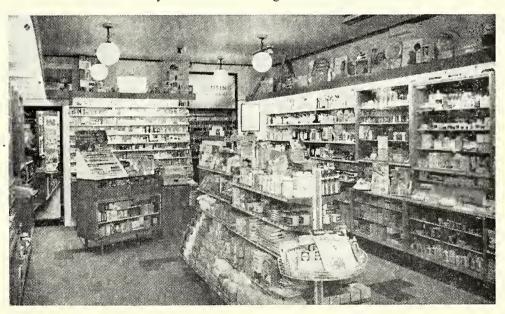
Today the situation is much less static. "Now," says Mr. Fleet, "we are frequently moving things about to find out what's got to go where." The company's new policy of moving and trying out is made easy by the use of Nordia fittings.

They found for instance, that slanting a gondola in the centre of the shop floor caused nine customers in ten to be drawn to one particular side. With the gondola straight the traffic is more or less equal on both sides. To attract customers to both sides of the shop Mr. Fleet displays leading toiletries on each side. Along one side are tales and perfumes interspersed with "agency" display cases. Down the other are hair preparations, shampoos, home perms, hand creams, tooth-pastes and toiletries for men. Switching the positions of goods judiciously often pays off. Customers who went to the customary place for hand creams would buy one of the



The shopfront.

or three days' stock." Working so long with the old fixtures, with their glass doors that swung outwards, Mr. Fleet was influenced in his choice of the Nordia system by their adaptability and "nice, clean lines." As interior backing for some of the glass-fronted cupboards that intersperse the shelving he uses coloured silks.



General view of the new interior.

items displayed in their place and still buy their hand cream. With his ability, on the new fittings, to keep 7,000 items on show, Mr. Fleet has been able to take on new agencies and new perfume ranges.

That is because goods now take up a shelf space of, say, 3 in. against a square foot with the old fittings. "We can now carry, too, a week's stock on the shelves. Before, it was only two

His wooden shelf edgings are price ticketed, and he also price-marks goods on glass shelves by attaching white plastic adhesive tape to the edges. After the modernisation turnover increased by  $10-12\frac{1}{2}$  per cent. A new frontage was put in somewhat later but by the same shopfitters, William Mason & Son, Ltd., Gelderd Road, Leeds. Sales then rose even higher—to 20 per cent.

### Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

**Education by Radio** 

SIR,—No doubt other pharmacists received, after a recent broadcast by "Today's Doctor" on psoriasis and its treatment, written requests such as the following:-

1 PC TRYCY ADENE for Scrices

A little learning can be an amusing, as well as a dangerous thing.

J. P. K. Colhoun,

Strabane, Northern Ireland

A Pharmacist "Frontiersman"

SIR,—I wonder how many pharmacists attempted the Daily Sketch 50mile London-to-Brighton walk, which began from Westminster Bridge at midnight, Saturday February 23. I did, and was amazed at the "guts" of some of these people, young and old, as they passed me or I passed them during the bitter cold night and the crisp cold morning. As I had had no exercise to speak of since I was "demobbed" seventeen years ago, and as I walked about twelve miles with blistered feet, I think I did well to get a "silver" medal (Sketch, February 27, p. 12) for reaching the third check-point, three-quarters of the way to Brighton Aquarium, I did it to celebrate the breakdown of the Brussels negotiations, but, oh boy! my plates of meat!!
"HOPALONG CASSIDY" (M.P.S.)

P.S.—My wife calls me crackers.

**Equal Pay** 

SIR,—In the March 2 issue of the C. & D., (p. 231), under the heading "General Practice Salary Scales," it is stated that Ireland has not conceded the principle of equal pay for women pharmacists. The reference must apply only to the Republic of Ireland. Attention should be drawn to the fact that, in Northern Ireland, the principle of equal pay has been in operation for some considerable time. Terms and conditions of employment for women pharmacists do not differ in any respect from those of the men, and the principle is generally adhered to. I would further like to point out that it is becoming customary for a pharmacist to receive a monthly salary rather than a weekly wage, and it is felt that that practice should be encouraged.

R. J. DAVIDSON, Secretary, ASSOCIATES' SECTION, Ulster Chemists' Association

#### **Medicines from the Chemist**

SIR,—I read with interest Mr. H. Crowther's letter re advertising for chemists. I made a similar proposal at a recent committee meeting. I suggested a national campaign stressing the advisability of buying medicines from the chemist and accentuated the safety factor with such slogans as "It is safer to buy your medicines from your chemist; only he knows what he is selling. In these days of competition not only from the corner shop but also from the supermarket, we shall have to do some-

thing on these lines. The cost could be financed either by a group of local chemists or by the Pharmaceutical Society, who could add some cost to the retention fee to cover this.

F. B. Vickers, Sheffield, 9

### Drugs of 1730

SIR,—I have been asked to dccipher a list of drugs from a letter dated April 3, 1730, and wonder whether any of your readers can help me out. Most of them I was able to decipher but the following remain:

Il no Ax Sport in Avi of: ana.... 3, Suni Bent: Min: Av Mein Hx Cours: Ax K.D. Qodom ... 4/3 Goz: A.M. 3iv Markey Julius 3V

JOHN TINEGATE, Dorchester, Dorset

### **Door-to-door Cosmetics**

SIR,—The committee of the Blackpool and District National Pharmaceutical Union Branch wish to bring to the notice of members the following disturbing news. Pfizer, Ltd., Folkestone, in a reply to my letter, admitted that they are entering the field of selling cosmetics. What is particularly disturbing is that they are about to launch a scheme of selling direct to the public. They say in their letter that this is only a test scheme, but why cannot they test sales of their cosmetic products through normal retail channels? It must be obvious that, if they achieve consider-able success in this type of business, they will launch a full-scale scheme covering the whole country, with more door-to-door saleswomen selling cosmetic and toilet articles. The retail pharmacist will readily admit that he cannot have the outright say these days in the sale of cosmetics — multiple stores rely on these products for a - multiple large turnover—but why cannot we all submit letters of concern and regret, to Pfizer, Ltd., on the subject of their future selling policies?

JOHN R. PARKINSON, Secretary,

N.P.U. Branch,

Blackpool

### The New Salary Scales

SIR.—The new Joint Industrial Council salary scales for retail pharmacists

will no doubt give satisfaction in many quarters. Hospital pharmacists will perhaps be encouraged to seek a further slight improvement in their scales of remuneration. Recently qualified pharmacists can be assured of a salary of £20 a week as soon as they are able to obtain positions as branch managers, always provided, of course, that the branch is taking more than £200 per week. And the large financial concerns week. And the large financial concerns will be able, as they have done in the past, to pay a little more than the basic scales, and pride themselves on their generosity, while congratulating their qualified staff on their good fortune in working for such liberal employers. To those pharmacists, however, who have been campaigning for many years for a proper professional recognition of the value of the pharmacist as a pharmacist the new scales must come as a shock and a profound disappointment. These scales are not professional salaries at all. They are no more than artisan wages. When the depreciation in the value of currency is taken into account, pharmacists on these rates will be no better off than they would have been on the figures ruling before the war and in the conditions then ruling. It is to be feared that the Ministry of Health will, on perusal of the new agreed scales, shortly be proposing new cuts in National Health Service remuneration. The highest minimum scale quoted is £1,000 a year—les than that already rejected as grossly inadequate by the medical and dental professions. It is not to be wondered at that official bodies places so low a value on the services of the pharmacist wherever he be placed, when pharmacists themselves place such a desperately low valuation on their own professional services. May we hope that the representatives of the employees are already at work preparing a new claim for a further substantial increase in the near future,

STANLEY BUBB, Poole, Dorset



THAT NEW SLIMMING FORMULA WORKED A TREAT ON MY WIFE - LAST WEEK SHE DISAPPEARED COMPLETELY ..



For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at 28 Essex Street, Strand, London, W.C.2

TELEPHONE: CENTRAL 6565

TELEGRAMS: "CHEMICUS ESTRAND, LONDON"

### Compete With Supermarkets?

As they watch proprietary medicines and toilet preparations appearing on the shelves of a widening variety of retailers, and being actively promoted by some national advertisers to supermarkets and grocers, chemists are faced with a problem of great difficulty. Shall they compete with self-service stores by adopting the same methods? Many have done so with a considerable measure of success, even though some items in the chemist's range of goods cannot, for statutory or professional reasons, be offered for sale in that way.

An American point of view, put in editorial comment in the American Journal of Pharmacy, argues that temporary success along such lines may be followed by eventual failure. The writer says:—

We have listened to the arguments of those who would have the pharmacist become better merchandisers for the last two decades but it seems to us that, as this advice has been heeded, the competition has grown stronger and more influential and it is likely to continue to do so. We still remember when the self-service rack was introduced to the community pharmacist as a marvellous new invention to increase his sales. It undoubtedly did this but at the same time it encouraged the general public to consider drugs and health supplies in exactly the same category as foods and hardware—if drugs could be sold by this mechanism in the pharmacy—why not by the same method in outlets other than the pharmacy? It is our firm conviction that, the more intensively and actively community pharmacists seek their salvation in merchandising, the more certainly they hasten the day when they will be out-manœuvred and submerged by the Goliaths of the industry and the real experts in merchandising who need not be named . . . One would think that the threats to the profession should have gone far enough to cause a change in attitude on the part of those who advise pharmacists to go still further along the path of highpressure merchandising as a way to salvation, but such is not the case. It seems reasonable to question whether those who continue to give this advice have the true interests of the profession at heart or whether they really would like to see all outlets, insofar as drugs are concerned, reduced to the least common denominator so that all and sundry might participate in the distribution system.

The answer of the A.J.P. is to strengthen professional status and the "ability to serve the public as practitioners on the health team." Good advice though that is, it leaves unanswered the problem of how to carry out the intention. In the United States it may be that, without a National Health Service, the pharmacist is in a

better position to influence the returns on his turnover in dispensing. In this country, substantially only counter sales are under his direct influence. If he does not lay out his shop on a self-service plan, must he watch his counter trade gradually drift away to competitors? Since he has in any case to deal personally with his customer in any sale involving a statutory poison, one method might be to aim at a personal contact with every customer, and to profit to the full from other merchandising methods of the supermarket—the bright illumination of shop and goods, spotless premises, clear signposting, etc. For the "impulse" purchase of the shopper guided along tempting displays of other products in the search for what she came into the shop to buy, he can offer the service of reminding the customer of related purchases. He can, by arranging his stocks behind the counter with the same attention to speed of access to his assistants as the supermarket gives to the arrangement of stocks for maximum sales, reduce to a minimum the time spent on assembling the order, leaving maximum time for friendly conversation and advice such as the supermarket can never give.

It is a necessary element in such an approach that the chemist and his assistants shall know much more about the branded goods they are selling than has been considered necessary in the past. A customer choosing a shampoo from a selection on a shelf must rely on what the labels tell her or fall victim to the attractive shape or colour of the pack. Other things being equal, she is right to choose the most pleasing, but if she were told there were differences of quality or quantity and what those differences were, she would be more likely to be happy with her purchase and more likely to come again to the chemist for other goods he sells. If the chemist of today knows as much about the products he buys from the manufacturers as the chemist of yesterday knew about those he made up extemporaneously for his customers, he has the same command of his customers' loyalty and need have much less fear of unqualified competitors.

We may also quote the *Nielsen Researcher*, November-December 1962, which documents the extent to which the average pharmacist may expect to increase his turn-over by a modernisation programme. A "before-andafter" comparison by Messrs. Nielsen of the records of one in ten chemists' shops which modernised during 1960 showed that the modernised shops had an average turnover gain of 17 per cent. compared with an average annual turnover gain of 7 per cent. for all chemists during the 1960-61 period. Counter sales responded more than N.H.S. receipts (21 per cent. and 15 per cent. respectively). The Nielsen comment is:—

THEORETICALLY, modernisation should have no effect on the demand for the chemists' professional services. But it is perhaps understandable that a more inviting shop induces more traffic, and hence more business for all of its departments.

That attitude reflects our viewpoint, and we believe that, in this country, a chemist may become a successful retailer while still achieving high professional standards.

### Overseas Trade in Pharmaceuticals

UNITED Kingdom exports of medicines and pharmaceutical products have begun the year badly. In January their total value, at £4,029,653, was over £600,000 under the corresponding January 1962 value.

Commencing with the January issue, the Trade and

Navigation Accounts (H.M. Stationery Office, 30s.), which gave those figures and the separate values in the accompanying tables, take on a different format, so that comparison with the previous years is in some instances not possible.

The revision has been made in accordance with the "Standard International Trade Classification Revised of the United Nations." The revision of the international classification was made primarily with the object of correlating the detailed headings with those of the widely used Brussels Tariff Nomenclature to provide a more ready and accurate form of comparison of national trade statistics.

Figures are no longer given for such items as insulin and anæsthetics, though the value of 1962 exports of anæsthetics was well over £1 million. Instead, there is an entry for glycosides, which shows the modest total of £1,106 for January. Another change which has been made is the complete separation of pharmaceuticals supplied in bulk form from those supplied in dose forms. Separation was carried out previously, but then the bulk entry usually followed the dose entry, as with penicillin. Now all the bulk entries are collated and appear together before packed or dosage goods.

Little change has been made in the table of destinations and we regret that the opportunity was not taken to collect the European Free Trade Area countries into one group and give figures, however small, for all member countries. That would have left all the Common Market countries together.

Рн	ARM&CE	UTICAL	Prof	OUCTS-	EXPORTS	
						£
Sera and vaccin	ies					55,230
Vitamins						114,510
Antibiotics						
Penicillin injec	ctions					42,215
tablets, oint	ments,	etc.				61,091
other						216,429
Alkaloids						32,576
Aspirin					***	62,425
Antihistamines						40,507
Antipaludics						68,250
Barbiturates						31,457
Hormones						59,352
Glycosides						1,106
Ointments, linim	ents*					135,625
Organo theraper	itic gla	nds, e	tc.*			29,559
Sulphonamides						69,689
Proprietary med	icines*					1,070.933
Unclassified med	licines*				1	816,280
Рн	ARMACE	UTICAL	SIN	Bulk-	–Exports	
Vitamins						122,372
Penicillin						143,748
Antibiotics, othe	r than	penic	illin			209,368
Alkaloids						64,755
Hormones						68,853
Glycosides						2.624
Organo therapei	itic gla	nds				12,523
Aspirin						48,642
Barbiturates					!'	22.757
Sulphonamides						74,901
Glycerin						47,159
Citric acid						82,117
Ри	ADMACE	UTICAL	Prot	DUCTS-	-Imports	

	PH	IARMAC	EUTICA	L Prod	ucts-	-Import	'S
Vitamins							28.174
Antibiotics							70,078
Alkaloids					• • •		85,476
Glycosides, Proprietary						• • •	30,709 242,216
All other	anu	vetern		···	· · ·		42,522

<sup>\*</sup> Not elsewhere specified.

One improvement at least in the new issue which will, we feel, be helpful. That is in connection with imported medicines. For the first time those have their values totalled, and a list of countries showing from which the imported medicines have come is provided. In January the total was £499,000 (£591,000 in January 1962), of which the United States supplied £140,000; West Germany, £93,000 and the Commonwealth and Irish Republic, £64,000.

### Any Business Questions?

We have carried on a business as wholesale chemists, druggists and sundriesmen for many years. After the 1939-45 war we began to operate retail pharmacies, of which we now have several. Unlike most such businesses, we are a partnership but now we are thinking of forming a limited company. We should like to have one company for the wholesale business, and perhaps another for the retail side, but it has been suggested that that arrangement might involve profits tax difficulties. Can you give any advice, please?

THERE would probably be profits tax problems if you already operated as a company, since you might fall foul of section 32 of the Finance Act 1951 designed to prevent avoidance of profits tax, but since your business is a partnership that cannot arise at present. Certainly you would find considerable advantages in having more than one company; indeed, if you own any freehold property you might well consider a property company to become the owner, in addition to the two purposes you mention. The advantage is that each company has a right to the minimum deduction for directors' remuneration, and also each would qualify for a higher rate of abatement relief.

I know that it is not usually possible to make an effective deed of covenant in favour of an infant child, but I want to make one in favour of an infant grandchild. Is that possible, please?

YES, provided that the income is actually distributed. Any income that is accumulated would be treated as your income and the deed thereby rendered ineffective. You would need to be careful to ensure that any income which you covenanted to your grandchild did not exceed £100, since if you did not take that precaution the child's father might lose his right to child allowance.

I thought that if one had earned income under £5,000, one had no surtax to pay. My salary is £3,000 per annum, and I have about £100 of investment income as well, but I am asked to pay surtax despite the fact that my earnings are £2,000 below the £5,000 limit. Is that correct, please? I am unmarried.

The new surtax relief for unearned income is a little confusing, and has been the subject of much ill-informed comment. The truth is that the new relief operates to reduce the earned income to the lower of (a) the earned income less normal earned income relief, or (b) £2,000. Thus, as much as £2,000 of earned income may remain in the computation of total income for surtax. Your position is approximately as follows:—

proximatery as ro	uows.	_				C
Earned income Deduct: Earned	 incom	e relief	for s	 ırtax	•••	3,000 1,000
Investment incom	me			• • •	•••	2,000 100
Income	•••			•••	•••	£2,100
Surtax payable:	on £2 on £1	,000 00 at 2	s			Nil 10
						£10

A CHANGE OF ATTITUDE: "Historically the Treasury was the watchdog of the taxpayer: but the modern generation of taxpayer in 1962 takes a different view of the Treasury."—Mr. C. Bence, M.P.

### The Periwinkle Story

### FROM FOLKLORE TO CHEMOTHERAPY

PETER COOPER, F.P.S.

HE family Apocynaceae, with its 155 genera and one thousand species, has played an important part in native medicine and toxicology for centuries, and has made substantial contributions to modern scientific medicine. The family occurs mainly in the tropics and sub-tropics, and the only British species are the two periwinkles, Vinca

minor and V. major.

In Europe, the folk-lorc attached to the periwinkle is extensive. The "Sorcerer's Violet" was a charm against the evil eye in Britain, France and Italy, while the Anglo-Saxons numbered uinca peruinca among the constituents of their magic salves. Before that, Pliny (Hist. Nat., bks. XXI and XXIV) had recorded that Vica pervica, or ehamaedaphne was to be applied in the fresh state to the head to cure headache, or to any inflamed part of the body to reduce inflammation. For colic, the plant was taken in wine. The juice, when drunk, promoted menstruation and overcame urinary retention, and when incorporated into a pessary made of wool made the course of childbirth easier. The dried and crushed drug was given in water for dropsy; and Pliny assures us that it rapidly promoted diuresis and resolved the oedema. The juice, dropped into the ears, was a sovereign remedy for all disorders of hearing, while the fresh plant applied to the abdomen relieved diarrhœa.

An authoritative French formulary and therapeutic guide of the eighteenth century claims that periwinkle is refreshing, drying, astringent and an excellent remedy for dysentery and the spitting of blood. It purifies the blood and heals ulcers in the lungs. Its juice is to be given in clysters (enemas) at that stage in dysentery when the intestinal lesions are to be healed. On external application, it will arrest bleeding. But its specific indication is to heal lesions of the tonsils and uvula. For this purpose the plant is boiled in water and the decoction used as a gargle. A periwinkle gargle is said to bring away from an inflamed throat a prodigious quantity of mucus, and so assists breathing. One or two leaves of the plant, held under the tongue, arrest bleeding at the nose. (Culpeper has a modification of this, and recommends chewing the leaves when the nose is bleeding.) A handful of periwinkle, bruised and infused in white wine, will cure pleurisy if the patient drinks the wine on the fourth day of the malady, is covered up and allowed to sweat freely. The proper time to gather periwinkle, if it is to be most effective, is on or about the fifteenth day of September.

### Modern Remedies

More modern remedics featuring periwinkle have been derived from the tropical and sub-tropical species Vinca rosea (Lochnera rosea), the Madagascar periwinkle. This is a small shrub native to tropical America, but now common in South Africa, East and West Africa, the West Indies, India, and Queensland. The plant has a softly hairy, trailing stem with paired obovate leaves. The white or pink axillary flowers give rise to paired, dehiscent fruits. In the West Indies, the white variety of the plant appears to be most commonly used. Interest appears to have been aroused when the Native Registration Officer at Greyville, Natal, made a report in 1923 of his personal experiences with Vinca major there. A degree of confusion between the various tropical and sub-tropical species has remained to be cleared up.

The Extra Pharmacopæia, eighteenth edition (1924) remarks: "Mr. E. Whyte, Native Registration Officer at Greyville, Natal, a diabetic sufferer, relates (October 1923) that, after taking a decoction of the fresh leaves for three months, his health improved and at the end of ten months he was cured. Other similar cases are recorded; in con-

junction with dieting, it is said to be curative. Directions are: 'Boil 30 leaves in 3 cups (say 15 ounces) of water slowly; take one cup three times daily.'" The same authority states that V. major has been used in the treatment of menorrhagia, and as an astringent. Despite numerous researches into the pharmacological constituents of V. major and V. minor, and particularly into possible hypotensive and hypoglycæmic constituents, no striking advances have been made. A recent report by Kaldor and Szabo (1960) of Budapest demonstrated that vincamin, an alkaloid isolated from V. minor, resembles the rauwolfia alkaloids in its hypotensive effect in laboratory animals. It also causes a fall in the blood sugar level in animals, and abolishes the hyperglycæmic effect of administered glucose, though not that induced by adrenaline. The investigators therefore presumed that vincamin does not inhibit glycogen breakdown in the liver, but that it may promote hypoglycæmia by some central activity on the nervous system.

### Alleged Properties of Bush Teas

Hugh-Jones (1955), who was studying the characteristics of diabetes in Jamaicans, made some investigations into the alleged properties of bush-teas, including V. rosea, of which the white-flowered variety (var. alba) was almost exclusively employed in native medicine. Bush-tea concoctions were made according to the traditional recipes, and preliminary pilot experiments on volunteers showed that twice the customary dosage gave rise to no ill-effects. Accordingly, similar high doses were given to diabetic patients studied by means of glucose-tolerance curves. One of the five patients showed no change either in blood-sugar or in urinary sugar levels, while in two more the fall of both blood sugar and urinary sugar could be accounted for by dietary factors. In the remaining two patients, however, the blood sugar rose while the urinary sugar fell; which might be explained on the hypothesis that the drug was causing the renal tubules to reabsorb more sugar. If that is so, the traditional use of bush-teas in Jamaica may be harmful to the kidneys as well as aggravating the diabetic condition. Nevertheless, two proprietary medicines prepared from V. rosea appear to have reached the British and South African markets: Vinculin and Covinea respectively. They were intended for the treatment of diabetes.

More systematic investigations into the effect of V. rosea upon carbohydrate metabolism were carried out in Australia between 1926 and 1929, but without result, Noble and colleagues (1958) reported that the leaves of the whiteflowered variety of V. rosea, obtained from Jamaica, produced no blood sugar alterations when given to normal or diabetic rats or rabbits, and did not affect the response of the animals to glucagon. When, however, aqueous extracts of the leaves were injected into rats, a single dose often produced death within five to seven days. Multiple abscesses were found in liver and kidneys, and a pseudomonas septicæmia occurred for which the extract was not directly responsible. When those organisms were found in untreated rats in the same laboratory, it was surmised that the drug must have depressed the normal barrier to infection. Further studies revealed that V. rosea extracts were depressing the bone marrow function and the white blood cell count in the treated animals. The reaction was consistently encountered, and on a more severe scale than was associated with the common drugs known to produce agranulocytosis.

The preliminary experiments of Noble and colleagues led them to further and closer investigations. First they studied the activity of various *Vinca* species and the location of the active principles in the plants. Various substances

isolated from V. minor and V. major were found not to affect the blood picture in rats. Extracts of both the white and pink varieties of V. rosea, however, proved highly active in that respect. Activity appeared in the roots, stems and leaves, but not in the seeds. The highest activity was contained in the leaves.

Plants of V. rosea were cultivated near London, Ontario, in order to determine the activity at various periods of growth. The active yield of those annual plants, however, proved to be only one-quarter of that of wild, perennial plants derived from the West Indies, Dried plants were extracted with an acid menstruum, from which the major portion of the activity was precipitated on alkalinisation. The precipitate, which was soluble in chloroform, benzene or aliphatic alcohols, was probably an organic base. Moreover, crude extracts gave positive reactions with the regular alkaloidal reagents. Their pharmacological activity could be measured only by the peripheral granulocytopenia and bone-marrow depression they caused. There was a sharp delineation between doses that were effective or non-effective in this respect, but within the range of dosage that was not lethal some correlation between the size of the dose and the degree of response could be seen.

### Isolation of a Fraction

Eventually a fraction that gave a consistent and uniform response in laboratory animals was isolated by chloroform extraction of an aqueous leaf extract, and was used to determine the dose necessary to provoke a standard granulocytopenic response. Lethal doses were three to four times that amount. Animals treated with the extract suffered weight loss and extreme diarrhea. Further fractionation by gradient elution with a mixture of solvents (benzene and methylene chloride in various proportions) yielded a fraction that did not produce any marked diarrhea, but still gave reliable hæmatological responses. Attempts to reverse the leucopenia with folic acid, folinic acid, thymine, cytidine, guanine or cyanocobalamin were unsuccessful. Paper chromatography of the active fraction showed the presence of at least seven substances, though the activity was limited to one spot.

From that spot a crystalline sulphate was prepared, though the base could not be crystallised. The sulphate was readily soluble in water; it was soluble in methanol, but only sparingly soluble in ethanol, from which it crystallised in colourless, feathery crystals. An aqueous solution gave precipitates with pieric acid and with Dragendorff's reagent. The sulphate softened and darkened when heated in vacuo to 245°, and melted with decomposition at 285-90°. By neutralising a solution of the sulphate, extracting with methylene chloride, evaporating, redissolving in boiling cyclohexane and allowing to cool, the base was obtained as a white, amorphous powder melting at 192-95°. The alkaloid was named vincaleukoblastine, and has since received the Approved Name vinblastine. It is now known to contain indole and dehydro-indole groups.

Vinblastine was shown by Johnson and colleagues (1960) to increase the survival time of mice suffering from transmitted lymphocytic leukæmia. Its action was not enhanced by other antitumour drugs such as mercaptopurine, tretamine or azaguanine. The team postulated the interference of vinblastine with the metabolism of glutamic acid via ornithine to urea, or with the citric acid cycle. Similar results were reported by Cutts and colleagues (1960), from a study of mice with transmitted L1210, P1534 or AKr leukæmia, or Ehrlich ascites tumours. The degree of antagonism of the tumours depended upon the size of the dose, its spacing in the therapeutic programme, and the time that elapsed between transplantation of the tumour and the initiation of treatment. Solid tumours, which were relatively insensitive to subcutaneous injections of vinblastine, responded to intraperitoneal injections. Mice whose leukæmia had been arrested with vinblastine proved to be resistant to subsequent tumour implantation. In a recent report by

Cardinali and colleagues (1961), the effect of vinblastine on mitotic activity in normal and leukæmic bone marrow cells has been shown to resemble that of colchicine.

In the clinical field, Warwick and colleagues (1960) described the treatment of twenty-two patients with vinblastine. Nine of them suffered from malignant tumours, five from malignant lymphoma and eight from acute leukæmia. Doses of 0.15 mgm. of the drug per kilo of body weight daily were given intravenously for three or four consecutive days, and produced some degree of objective improvement in fourteen patients. Remissions of the disease were partial and short-lived. The principal side effects experienced were loss of weight, nausea, temporary nervous system involvements (which resulted in mental changes), and severe granulocytopenia. Another clinical study of twenty-seven patients by Hodes and colleagues (1960) showed a decrease in the size of affected organs and tumours following a similar initial dosage scheme carried out for four days; determinations of the leucocyte count were thereafter used to control further maintenance dosage. The toxic effects inseparable from therapy with vinblastine were relatively mild; in particular, liver and kidney functions remained normal, Hertz and colleagues (1960) used vinblastine to treat choriocarcinoma and related conditions in eight women who had previously been treated unsuccessfully with methotrexate. and produced remissions in five of them. The toxic effects, which were reversible, included bone marrow depression, leucopenia, alopecia and various neurological disturbances.

A more recent trial reported by Vaitkevicius and colleagues (1962) involved fifty-two patients suffering from disseminated and progressive malignant disease. The drug was administered either intravenously or intraperitoneally in daily doses of 0·2 to 0·4 mgm. per kilo, and produced diminution in the size of tumours in fourteen of the patients. Ten were considered to have obtained clinical benefit from the drug. Biopsy investigations of those patients showed that metaphase arrest had taken place in the affected tissues and in the bone marrow. The toxic effects were rarely considered to be severe, but included leukopenia, toxic psychosis, neurological disorders, irritation of the alimentary tract, alopecia and hypotension; they could be reduced in severity by administering l-glutamic acid simultaneously with the vinblastine.

The history of the investigation of *Vinca rosea* is an outstanding example of the rôle of chance observations in the development of chemotherapy. In this instance, a plant that had long established itself in folk medicine for one purpose turned out to have scientifically proven value in the treatment of a wholly different type of disease. The chances are that, if no one had troubled to try and verify its alleged hypoglycemic activity, the anti-metabolite activity of the plant would not have been brought to light.

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### ECHOES OF THE PAST

### TO FASTEN THE TEETH

From "Primitive Physick" by John Wesley, London, 1772.

CHEW often Roots of *Brook-lime*:
Or, put powder'd *Alum* the Quantity of a Nutmeg, in a Quart of *Spring Water*, for twenty-four Hours. Then strain

the Water and gargle with it:

Or, boil so much Alum therein. Strain and keep it for Use:

Or, gargle often with *Phyllyrea-leaves* boiled with a little *Alum* in *Forge-water*.

### NARCOTIC DRUGS

### Distribution of samples and 1963 estimates

THE distribution of samples of medicaments containing narcotic drugs are not always carried out in accordance with the provisions of the international conventions states the Drug Supervisory Body in a preamble to the Estimated World Requirements of Narcotic Drugs in 1963 (U.N. publication 63. XI. 1, H.M. Stationery Office, price 10s. 6d.). It reports that in instance large numbers of samples of a potent analgesic, subject to international control, had been sent to a country having only a small number of medical practitioners. The Government did not know of the consignment and had not issued an import authorisation beforehand. The Drug Supervisory Body considers that if the direct export of samples to doctors became general the practice could become dangerous, and suggests an interna-tional inquiry to determine the usual practice in various territories, and to undertake a comparison of the regulations applicable to the handling of samples containing narcotic drugs among the various States that are parties to the Conventions. The Supervisory Body believes that such studies would make it possible to draw some general conclusions that would be valid for the prevention of drug addiction. The Drug Supervisory Body states it is satisfactory to note that there has been an increase in the accuracy of the various governments' estimates of their narcotic requirements although in some cases there was still room for improvement.

#### A Question of Pharmacology

One government had recently requested the Supervisory Body whether the government's services were "acting wisely in restricting . . . allocations of large quantities of codeine to establishments manufacturing proprietary medicines with this medicament as the base, since the metabolism of the codeine in the organism may give rise to the formation of morphine and codeine." In its reply the Supervisory Body said "that one knows but imperfectly how the morphine affects the human being in the course of the pharmacological action of codeine since there is no evidence to show that the quantities of morphine released during the active period of the drug can be associated with some specific biological effect. Modern research has shown that part of the codeine is converted in the organism into conjugated codeine, and into norcodeine and morphine, but the quantity of morphinic metabolite which is formed when codeine is administered per os is infinitesimal, and it does not seem that it can in actual fact be addiction producing. contrast codeine administered parenterally may be addiction producing, as clinical cases have shown." The Supervisory Body added that the purpose of the 1931 Convention was not to restrict intelligent therapeutic use of a medicament, but to prevent illicit traffic and the spread of drug addiction. It concluded that the object of government

action ought not to be to restrict the use of codeine in orally administered cough mixtures, but rather to limit the use of the drug in injectable form. The following figures taken from the statistical section of the report give (in kilos) the world total estimates for 1963:—Benzylmorphine 81; cocaine 1,663; codeine-N-oxide 2.5; desomorhydromorphine 7.552; ccgonine 600; ecgonine methyl ester 25; hydrocodone 1,205·1; hydromorphino 2·5; morphine 144,543·8; morphine-N-oxide 0·51; nicomorphine 12.4; normorphine 0.355; oxycodone 786.8; oxymorphone 30.67; thebacon 148.26; thebaine 7,171.5; alphaprodine 55.3; anileridine 425.9; dextromorphine 234.5; diethylthiam butene 17.6; dimethylthiambutene 2.35; diphenoxylate 191.3; dipipanone 62.7; ctoxeridine 3.15; isomethadone 5.75; ketobemidone 88-39; levomethorphan 1.21; levorphanol 30.8; metazocine 16; methadone 497.98; methadone intermethadone 497.98; methadone 456.6; pethidine 19,255.8; pethidine, intermediate B 84; phenodoxone 17.77; phenazocine 28.1; phenoperidine 2.7; piminodine 534.5; properidine 11; racemethorphan 0.25; racemoramide 400; racemorphan 0.1; trimeperidine 1,007.7; acetyldihydrocodeine codeine dihydrocodeine 121.061.8; ethylmorphine 8,919.6; nicocodine 8.5; pholcodine 2,235.7. The requirements of the United Kingdom (in kilos) are given as follows:-Cocaine 110; diacetylmorphine 54; hydrocodone 2; hydromorphinol 5; morphine 17,325; oxycodone 2; thebaine 181; dextromoramide 10; diethylthiambutene 8; di-phenoxylate 2; dipipanone 45; levorphanol 3; methadone 60; pethidine 1,150; phenadoxone 11; codeine 10,065; dihydrocodeine 140; ethylmorphine 165; pholocodine 450. The estimated requirements of the Republic of Ireland are:—Cocaine 7 kilos; diacetylmorphine 350 gm.; hydrocodone 150 gm.; hydromorphone 60 gm.; morphine 30 kilos; oxycodone 150 gm.; oxymorphone 25 gm.; dextromoramide 2 kilos; diethylthiambutene 500 gm.; dipipanone 3 kilos; levorphanol 200 gm.; methadone 3 kilos; normethadone 2 kilos; pethidine 60 kilos; phenadoxone 100 gm.; phenazocine 100 gm.; codeine 175 kilos; dihydrocodeine 600 gm.; ethylmorphine 750 gm.; pholodine 8 kilos.

### DRUGS INTO CEYLON

### An Import Corporation

Government of Cevlon has decided to establish a State drugs corporation on the lines recommended by a committee appointed by the Minister of Health to report on the administration of the Island's health services. The scheme to centralise the importation and distribution of the more common drugs used in Government hospitals and medical institutions was decided upon as a result of a reported shortage of several drug items in those institutions in recent years. It was

alleged that one of the major causes for the shortage was the delay in receiving drugs from the Crown Agents in London and foreign drug laboratories.

The Corporation will act as the sole distributor for some of the common drugs. It will import the drugs required for the public sector at the outset and explore the possibilities of obtaining "good and cheaper" drugs from countries with which Ceylon has had no business connections in the pharmaceutical field so far.

Draft legislation has also been prepared by the Ministry of Health to control the local manufacture, distri-bution and sale of drugs. Local manufacturers will have specially to denote the composition of every drug, its dosage, indications and contraindications, according to the new law. Alcoholic-flavoured tonics, which have been consumed by the local public in large doses, have not been included in the list of therapeutically useful drugs recommended for unlimited importation by the Formulary Committee.

Meanwhile, certain drug firms have decided to wind up their businesses.

### BRITAIN'S ECONOMY 4 per cent, growth "attainable"

THE conclusion drawn from the National Economic Development Council's report on "Growth of the United Kingdom Economy to 1966 (H.M. Stationery Office, price 8s. 6d.), is that a 4 per cent growth objective can be attained. The solution of problems to be tackled to achieve it will call for changes in policies, arrangements and attitudes. The report is in two parts, the first summarises the results of inquiries into seventeen indus-

tries, including the chemical industry. The second examines whether the claims on the natural resources as a whole could be met.

The report emphasises the rapid growth of the chemical industry; that it relies on research and development and needs large capital resources. Its main problems are stated to be related to maintaining and expanding its share of the world trade in chemicals. The industry regards lower foreign tariffs, and cheap fuel and raw materials as impor-

tant factors in meeting overseas com-

petition.

Final sales in the 4 per cent, case would be 44 per cent, higher than in 1961. On the assumption of joining the Common Market, exports were expected to increase by 57 per cent, reaching about £150 millions. On the basis of not joining the E.E.C. they might be about £20 millions, less than this. Capital expenditure in the industry in 1962-66 would be running at about £175 millions a year-about as much as it would be physically possible to provide in the While some of the additional time. plant requirements were being met, it might be necessary for parts of the industry to over-run their maximum rated capacity for short periods, Labour requirements in 1966 would be only 7 per cent, higher than in 1961. Investment by industry would have to be £140 millions more than currently planned, mostly in 1964-66.

### Pharmacy Can be Fun"

### SOUTH-WEST LONDONERS TOLD HOW AND WHY

"PHARMACY can be stimulating, worthwhile, satisfying, absorbing — a proper and intellectually rewarding occupation for civilised people." That was the credo of MR. NICHOLAS HERD-MAN (managing director, Duncan Flockhart & Co., Ltd.), when he talked to members of the South-west Metropolitan Branch of the Pharmaceutical Society and Chelsea School of Pharmacy Students' Association in London on February 6. He called his address "Pharmacy Can be Fun."

There would, Mr. Herdman suggested, be obstacles in offering such a thesis to those outside pharmacy, because the image pharmacists projected as a group to the community was inevitably shaped by what the community saw of the profession at its place of work. "Perhaps," he suggested, "they see a pallid, slightly worn and overworked face showing from the other side of a gallimaufry of everything from hair nets to toenail varnish. You and I, of course, know better. know that those of us under thirty have been through a three-year fulltime course of instruction for a degree or for a diploma of degree level; that the drugs we handle (albeit out of sight of the public) are the fruits of a therapeutic revolution in the lifetime of most of us; that although no body of people knows every aspect of these substances, we pharmacists are the experts on their character, action and uses.

#### **General Practice**

"The majority of pharmacists," said the speaker, "were in 'retail'—or general practice, where they ordered proprietary drugs from the wholesaler, knowing little more about them than their names, and, perhaps, their approximate price. They dispensed the products (usually in the form of compressed tablets) by counting out the required number. One might remark that there was 'no skill in that' but, if it were also said that there was 'no knowledge either,' that would be wrong. There was a world of fascinating knowledge, technical and commercial, in most proprietary drugs. The pharmacist might say, perhaps with reason, that no one asked him about them, and that, after qualification, there was little incentive to keep on learning about all the new substances that issued from the research laboratories of the industry, of which he was the retail partner.

At the same time the general medical practitioner was, often reluctantly, tempted by the pressure on his time and by the 'incredibly active' industry that supplied, and often anticipated, his needs, to refuse to see many of the industry's representatives; and to throw away, unread, much of the information showered upon him." "There," said Mr. Herdman, "was a vignette of the average retail pharmacist and the average 'g.p.', wrestling with the products of the industry that supplied them both."

The doctor had neither the time, nor sufficient of the basic knowledge of the chemical and biological character of drugs, or the day-to-day handling of them, to weigh all the technical and commercial aspects that must lead him to his choice of therapy. pharmacist, educated in the basic knowledge and techniques that produced new drugs, and versed in the processes of preparing them for presentation to the patient, was seldom called upon to undertake their manufacture or to supply technical information about them. He also received communications from the industry, in print and through its representatives, the last often fellowpharmacists, speaking the "same lan-guage." But did the retail pharmacist, who had the basic knowledge, also have the time, to derive full benefit from his contacts with the industry? Did the doctor, anxious to prescribe the right drug in the right form ask his local pharmacist for the information necessary to make that right decision?

#### Industry's Changed Policy

"Without seeking to blame anyone for the present position, we must admit that the industry, which once employed no representatives to explain its products personally to the prescribers, is now going direct to the doctor with information, verbal and printed." One could say that some pharmacists had abandoned, or perhaps never adopted, the rôle of skilled adviser—a bridge between manufacturer and prescriber. Some pharmacists, on the other hand, had become employees of manufacturers and as representatives calling on the medical profession were at present the largest single group of people acting as pharmaceutical advisers to the medical profession.

The complexity of modern pharmaceuticals made their small-scale manufacture and the quality control, when possible at all, difficult and costly. Outside industry therefore, pharmacists had largely abandoned manufacture. What remained for the pharmacist in the prosecution of his profession and in the exploitation of all he had been taught academically, was to be the repository of pharmaceutical knowledge, for the benefit of the community — directly or through the doctor. That, suggested Mr. Herdman, was where some of the fun in pharmacy could and would be found in the future. But the retail pharmacist would first have to convince his local doctors that he was the man to call on for such information. Having done that, the pharmacist would have to persuade manufac-turers to regard him as the channel of communication between them and the prescribers. That was not going to be easy. Some retail pharmacists would have to start the ball rolling.

The speaker put forward the followng letter as a sample of what he would like to see sent by a pharmacist to a pharmaceutical manufacturer.

You will agree that the competition experienced by your representatives and by your "direct mail" people in obtaining the attention of the doctors is more severe every day. The following proposal would, I believe, help you, the doctors and me to go far in solving this problem of

communication. I invite you to give it your Seven local family doctors frequent visitors to my pharmacy and often, in a relaxed atmosphere among friends, we discuss together the products of the pharmaceutical industry and related topics. All these doctors appear harrassed in trying to keep up with intensely active and commendably aggressive industry. They are genuinely concerned that, in turning away some representatives and in rejecting unread some of the mail they receive, they are depriving themselves of important information and being unfair to some worthwhile manufacturers. These medical friends of mine, all active prescribers, have now agreed that they will limit their "visitors from industry" to those from manufacturers who agree to cut down representatives' calls to one every six months and "direct mail" to one posting every three months. They have also agreed, whole-heartedly, that this reduced contact may not always be adequate (e.g., on the introduction of a new product, on the publication of a significant contribution to new knowledge of an existing product, etc.). To meet these and the inevitable day-to-day contingencies they have agreed that they will expect me to keep up-to-date with current developments in drugs and to let them have any new knowledge of which they should be quickly aware, I believe I can meet their requirements as "pharmaceutical adviser" if you would kindly arrange for me to receive:

(1) forthwith, a complete set of your information publications and, say, three spare sets for medical distribution;

(2) eight copies (one for my files and the others for medical distribution) of each new publication you issuc;

(3) regular visits (as often as he has new information to impart) from your representative; (4) special communications on any matter which requires instant transmission to my local doctors,

#### Diplomatic Relations

This proposal is, of course, experimental, and I will be glad to consider any modifications that you may believe at any time would improve it. In time I hope you will come to regard me as your "consul" in this district, working closely with your "ambassador" who will, of course, continue to maintain his usual contacts with consultants, hospital pharmacists, wholesalers and other retail pharmacists. I happen to have personal links with the following consultants and can offer you and them the same service as for the seven family doctors who make my pharmacy informal meeting place [list of consultants.] Although I always welcome your local representative I hope he will now feel that he has a special entrée to me. I would be glad to discuss this letter with him (I enclose a copy for his information) and with any executive you care to send along to see me.

Understandably, you may ask what I expect to gain from this extra work and responsibility. I would assure you that I expect no special discount terms, rather the added incentive of knowing that my professional knowledge is being brought into fuller use and my friendship with local doctors enhanced. I hope, not without some foundation, that these improved relations with the industry and with prescribers will reflect advantageously on the monetary as on the profess'onal side of my business by raising the enthusiasm of my staff and impressing the public with the type of establishment I conduct.

More than ever, Mr. Herdman continued, as industries became increasingly technical and composed of fewer and larger organisations, the problem of communication became more difficult. Among all the industries catering for the community's daily needs, however, none had among its retail outlets a corps of technologists in any way equal to that found among the retailers pharmaceutical substances. The

harmaceutical industry, though it had t its elbow that unique body of reailers, spent a great deal of money each rear in sending men to discuss its prolucts with doctors, in posting to every loctor regular mailings of printed infit doomed not to be read. Would it ot be more efficient and more pleasant for everyone, Mr. Herdman asked, f the doctor regarded the pharmacist as his source of knowledge on matters charmaceutical? "And what a wonderful responsibility — to keep up to date with research and clinical experience and to learn new methods of communication as they become available." All that was at hand for the pharmacist with the help of the Pharmaceutical Society, the industry, the National Pharmaceutical Union and similar organisations and the post-graduate de-partments of our schools of pharmacy.

There would, of course, have to be great changes of heart in many quarters. There were manufacturers who, for various reasons, had given up the attempt to communicate with doctors through retail pharmacists; there were retail pharmacists who had given up, and were unlikely to resume, the struggle to keep abreast of the industry's activities. Among the extremists in both camps there were those who had written off the other side as "a dead loss." But there were, the speaker believed, particularly among the younger pharmacists, enough men of goodwill in retail and in industry for some first and necessary steps to be taken towards a closer partnership.

### Hope for the Future

There were retail pharmacists whose businesses had so developed that they would find it next to impossible to make personal contact with local doctors. That had to be accepted as irremediable, and one must look to the future pharmacist and to those who had managed to keep in touch with the therapeutic revolution and who still retained friendships with local prescribers. Students would ask, rightly, we try to conduct our businesses on the lines you suggest, will we make a decent living?" Mr. Herdman said that he could not prophesy, but thought it reasonable to believe that the time was not far distant when pharmacies would be fewer, and when most of them would be owned and managed by partnerships of two or more pharmacists. "When," he explained, "the supermarkets, discount houses and large multiple department company chemists will have taken all the non-pharmaceutical business' and driven the customers back to you for real pharmaceutical goods and personal service." He hoped that the Pharmaceutical Society's educational policy would have produced in a few years' time a majority of degree pharmacists, and that the years they would have spent at university would give them standards of intellectual behaviour that they would not lightly relax.

Those who went into hospital pharmacy were immediately in a position to be the main source of information on all pharmaceutical matters. Close liaison between manufacturers and pharmacists already existed in that field. "I per-

sonally hope that it may come to be much closer. I suggest it is fun to be a hospital pharmacist when you know you are the bridge between the research workers of industry and your own medical colleagues. Sometimes you will be the first person in your hospital to know of a new drug—with all the responsibility and excitement that can bring."

#### Pharmaceutical Society's Foresight

For the pharmacist in industry, his work might be entirely technical; and the Society was to be praised for its foresight in planning its own examinations to keep in step with the general advance in the technology that formed the basis of drug discovery, development and manufacture. In its encouragement to the universities to introduce degree courses for pharmacists the Society had foreseen that the equality of opportunity that came with the 1944 Education Act would necessitate an ever-rising standard of knowledge if pharmacists were to keep in line with the other professions. Pharmacy in industry could be fun, industry had so many varying interests to offer the graduate technologist, according to his skill and flair. Although the pharmaceutical industry was far from being controlled by pharmacists, there were posts in general management for which pharmacists, if adaptable, and able to combine theoretical knowledge with creative qualities, were peculiarly fitted. Such qualities, other things being equal, were most likely to be found nowadays in those who had had a university, or similar, education. On the other hand, there were many who would not wish to forsake the laboratory bench; and for such pharmacists there were many intriguing posts in industry, from re-search (to which new graduates seemed always to be first attracted), to development, pilot-scale manufacture, production, quality control, packaging development, etc. On the "office" side, there were jobs as representatives ("the ambassadors of industry"), in sales offices, publicity departments, personnel departments, etc. And it was quite often from the sales side that industry obtained its general managers.

Mr. Herdman went on: "For those

who may regard the process of becoming a pharmacist as little more than a means to an end—that end being to keep open shop for the service of the public, I have a sneaking regard. I confess it was to become a shopkeeper that I entered pharmacy. What got me down and then finally out of the retail. down and then finally out of the retail was a feeling that shop hours, particularly at weekends, were isolating me from my fellowmen and from many of the worthwhile events that are arranged for Saturday afternoons and for the evenings after 5 p.m. I would like to think that the possibility of more partnerships in retail pharmacy already mentioned above, plus a general refusal on the part of all retailers to return to late evening opening, will encourage a continuing number of pharmacists to welcome the opportunity of keeping a shop, for the service of the community -with the work of pharmaceutical adviser to the local doctors as an obvious companion interest by no means lacking its commercial as well as its intellectual

attractions." Business was not yet regarded in Britain as an entirely honourable occupation, and it was while they were in some of their most formative years that young people came under the influence of many academic people who believed in and fostered that view. However, there were signs that that extraordinary attitude might disappear.

The speaker had never been able to appreciate the division of high quality goods into those whose sale was respectable and those whose sale was considered non-U. So long as goods represented good value, it should be considered perfectly professional to sell them. But the non-pharmaceutical goods one bought in the average pharmacy were rarely of "the Bond Street type." He thought too many pharmacists, in seeking to compete with the company chemists, had unwisely chosen to enter the same mass market. Perhaps the next generation of pharmacists, if compelled, as now, for economic reasons, to sell non-pharmaceutical goods, would be influenced by their broader education to exploit the inevitable reaction (already on its way) against supermarkets, discount houses and departmental stores. "Perhaps we will see some pharmaceutical boutiques — establishments in which a professional pharmacy will run side by side with some completely non-pharmaceutical business which. however, will demand high-quality goods and much personal skill, knowledge and service in the selling of them." Perhaps the time would come when one would pay a compliment to many sorts of goods by saying "It is the kind of thing one would only find in a pharmacy." There was already evidence of a reaction to "bigness" in selling. Zest for rationalisation (when customers, thank goodness, continued to be irrational) and inability to see why some people should want to pay for such things as a smile, a word of good advice, a little imaginative courtesy and some panache in design and presentation, soon destroyed any personality a large store might inherit from its founders. "Here's where the pharmacist, who wants to have fun in making a dignified and decent living in retail pharmacy has his, or her, chance. And to be one's own boss! How wonderful and remarkable—in this age of the organisation man! "

#### Discussion

DR. E. J. SHELLARD thought that Mr. Herdman's ideas might well be put into operation in rural areas where there were only a few doctors or pharmacists, but considered that the greatest difficulty would be encountered in obtaining the co-operation of the pharmaceutical industry. He felt that many companies regarded their representatives primarily as salesmen rather than advisers. Mr. Herdman suggested that the better companies went on the theory that telling the truth about their products would leave their reputation unsullied. He did not consider that to be "selling."

be "selling."
DR. A. H. BECKETT considered that, in general, the retail pharmacist was "not rated too highly" by doctors. He suggested that the relationship between the professions (which was basic to Mr. Herdman's scheme), had to be tackled

primarily at the "key" medical schools. Moreover, imminent changes in national educational policy, particularly compulsory training for young people under the age of eighteen, would have serious implications that pharmacists had not as yet measured up to, namely the advent of growing numbers of pharmaceutical technicians. The Apothecaries' Hall certificate was going to gain in power, and it was imperative that it should be controlled by the Pharmaceutical Society. MR. HERDMAN was dubious about the possibility of a "take-over" by pharmaceutical technicians. In any event, if pharmacists got themselves into the position in which they were accepted as pharmaceutical consultants to doctors, the

medical profession would see that a large number of pharmaceutical technicians implied no dilution of standards. "But," he cautioned, "they [pharmacists] will have to move fast." DR. BECKETT considered that the question [of pharmaceutical technicians] had been badly handled when it had been raised and rejected at the annual meeting of the Pharmaceutical Society in 1958. He felt there was no professional danger, providing qualifications were controlled by the Pharmaceutical Society, but all branches should be acquainted with the potential hazard of dilution.

DR. T. D. WHITTET said that hospital pharmacists often acted as advisers to doctors, though not often enough. The

position was, however, improving. The Apothecaries' Hall syllabus had been completely revised by pharmacists. In future all the examiners would be pharmacists, and any syllabus revisions would be made by pharmacists and ratified by the Pharmaceutical Society. Dr. Whittet considered that those arrangements provided adequate safeguards. The Society of Apothecaries would continue to produce assistants. That could not be suppressed, and the best alternative was control.

Replying, MR. HERDMAN suggested

Replying, Mr. HERDMAN suggested that the Apothecaries' Hall certificate had been "almost dead" until, he suspected, it had been "fanned into life" by a Ministry of Health concerned at

the lack of pharmacists.

### **INSTRUMENTS AND APPARATUS**

Thin-layer Chromatography.—Baird & Tatlock (London), Ltd., 14 St. Cross Street, London, E.C.1, sole United Kingdom agents for thin-layer chromatography equipment manufactured by Chemie-Erzeugnisse und Adsorptionstechnik (A.G., CAMAG), are displaying the equipment in their London showroom. Technical demonstrations can be arranged for visitors interested in the technique, A leaflet describing the equipment and giving an outline of the methods, plus a list of references, is available on request.

Pipette Filler.—For use with pipettes of 1-c.c. to 10-c.c. capacity, a pipette filler marketed by

Contra Devices, 15 Glyn Court, Leigham Court Road, London, S.W.16, provides suction by means of a polythene bellows-type bulb, actuated by a screw. The advantages the device offers over oral methods suction are speed, accuand safety racy used with liquids. when with corrosive Bulb components are of

polythene so that corrosive liquids may be freely handled. The screw has large and small adjustment knobs to facilitate speed and accuracy. Enclosure of the bellows in a tubular easy grip frame completes the design. The filler weighs only 3 oz. The makers supply instructions for making a leak-free connection to the pipette with polythene tubing for applications in which rubber is unsuitable.

Transistorised. — Electronic Instruments, Ltd., Richmond, Surrey, announce the introduction of the model 90 series of miniature industrial pH meters and controllers, claimed remarkable for the fact that, for the first time, a complete pH meter-controller with adjustable upper and lower limit controls has been accommodated within the confines of a standard edgewise indicating meter. The achievement has been made possible by taking full advantage of the latest transistor and printed-circuit techniques. There are at present three instruments in the range

—the model 90A, which is a pH meter only; the model 91A, which is a combined pH meter-controller, and the model 92A, a general-purpose controller

Redesigned.—Premier Colloid Mills, Ltd., Hersham Trading Estate, Walton-



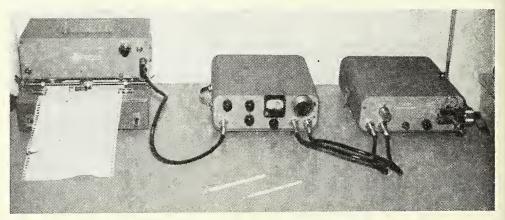
on-Thames, Surrey, have introduced a new version of their 5-in. dispersion mill, model 5500. They claim to have achieved a much cleaner design with totally enclosed motors fitted as standard. That obviates the possibility of water splashing into the floor-mounted motors as in previous models. The floor height of the spillway has also been slightly increased to allow the unit to be handled more

easily, and larger receiving vessels can be used. Adjustment handles have also been modified to allow for the fitting of a force-feed unit when handling heavy pastes that do not flow under gravity. The flat stone surfaces have also been modified in shape allowing the fitting of a more efficient impeller to keep material flowing to the working surfaces, and permit finer dispersions than with the older type conical surfaces.

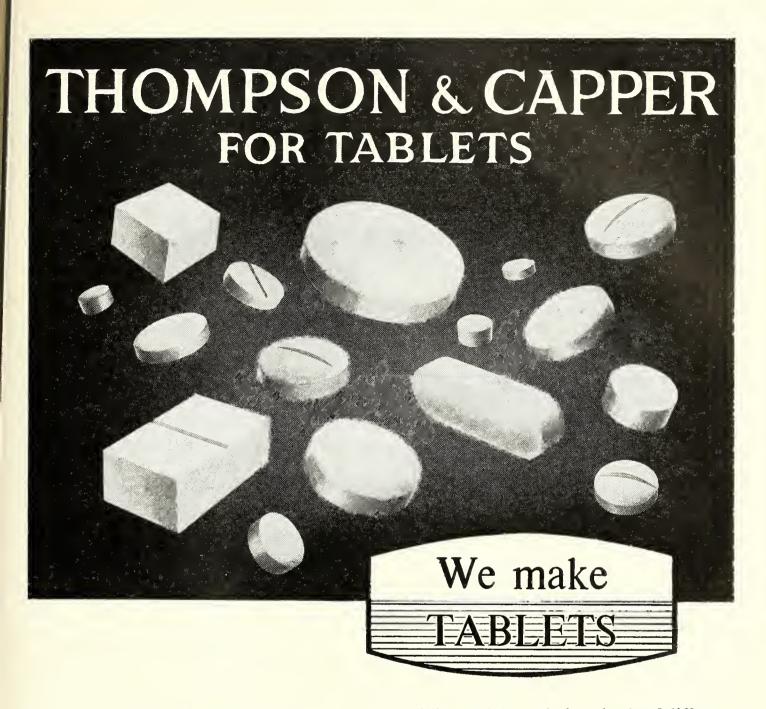
Flameproof and Weatherproof. — A range of flameproof and weatherproof

fluorescent lighting fittings has been developed by Heyes & Co., Ltd., Water-Heyes electrical works, Wigan, Lancs. The fittings may be used in hazardous atmospheres, and in addition to the standard range, fittings can be made to accommodate non-standard fluorescent tubes and instant start gear on non-standard voltages or frequencies.

Laboratory Equipment Exhibition.-T. J. Sas & Son, Ltd., recently held a trade exhibition at their premises at 23 Upper Brook Street, London, W.1. Among the new items on show in Britain for the first time were a comprehensive range of apparatus and accessories for gas and thin-layer chromatography. The novel portable vapour phase chromatograph (type 59T) is Swiss made by Pyror S.A., Geneva, and is claimed robust, inexpensive and speedy in operation. The apparatus becomes "stable" within ten minutes The apparatus after switching on and reliability and reproducibility of results are ensured by the use of a capillary injector. Also on show was a versatile and compact laboratory auto-sieves, Thermoultra-violet lamp, claves, molecular sieves, Thermo-chrome colours and chalks for "marking" temperatures and various silicone oils and fats. Messrs. Sas can also supply a wide range of research and development chemicals in quantities from 10 gm. to 10 kilos, including deuterated compounds, special gases, rare metals and alloys and, from Carl-Roth, Karlsruhe, Germany, an extremely comprehensive range of organic and inorganic chemicals and laboratory materials. It is intended to hold the exhibition annually.



Portable vapour phase chromatograph made by Pyror S.A., Geneva.



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2	1/3	No. 10 Striped Pattern. Assorted colours.	10/-	ı	0	0
1	1/6	No. 20 Superior Terry. White with assorted coloured borders.	12/-		12	0
3	1/9	'NINONA' Terry. Assorted colours, fringed edges.	14/6	2	3	6
2	2/-	No. 5 Super Terry. Coloured border.	16/6	1	13	0
				7	4	6
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	•	ENVELOPE	70	f6	10	0
				=		

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### TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various harges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into tock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, MARCH 6: Buying interest in most markets remained at a low evel during the week, CRUDE DRUGS were particularly quiet.

Brazilian MENTHOL was again reduced by sixpence per lb. in both positions and forward offers of Chinese material were down by one shilling. In Aromatic seeds Moroccan Corian-DER was a little easier for shipment at 50s. per cwt., c.i.f. (down 2s. 6d.). Also quoted fractionally easier were Podo-PHYLLUM, CASCARA, BUCHU and SENEGA. Prices of QUILLAIA for shipment were nominal because of the difficulty of booking firm orders. ALOES maintained their firmer tone by advancing another 5s. per cwt. Also dearcr were CARDAMOMS at 8s. 6d. per lb. spot (up sixpence). ERGOT was slightly firmer. IPECACUANHA was unobtainable on the spot, although there was a parcel of Colombian afloat quoted at 69s, per lb., c.i.f.

ESSENTIAL OILS followed the same pattern as in previous weeks with only CITRONELLA advancing; the Formosan type was up by threepence per lb. LEMONGRASS was available on the spot at the same level as quoted for ship-ment, thus showing a fall of ninepence per lb. Brazilian PEPPERMINT was down by twopence per lb. both spot and forward and Mysore Sandalwood by 1s. 6d.

The shortage of OLIVE OIL on the spot became even more acute during the week. The value was believed to be around £500 per ton (40s, to 40s, 6d. per gall.), ex wharf, London. Not for many years has such a price been realised and never has the rise been so meteoric for in a few months it has doubled in value, most of the rise taking place in the last few weeks. Dealers can see no hope of a break unless Spain is prepared to subsidise her exports of oil which at the moment are quoted at £415 per metric ton, f.o.b., for cartons of 1-gall, tins.

ANTIMONY POTASSIUM TARTRATE, B.P., HECOGENIN and a number of pharmaceutical preparations are included in a list of items which have been temporarily exempted from import duty for the period March 1 to January 1, 1964.

### LONDON EXCHANGE RATES

At the opening on T	'uesday
Amsterdam Florins to £	$10.08\frac{7}{8} - 10.09\frac{1}{8}$
Bombay Shillings to	
rupee	1/5남등-1/6남
Brussels Francs to £	139-65-139-70
Copenhagen . Kronor to £	$19.32\frac{7}{8} - 19.33\frac{1}{8}$
Frankfurt D Marks to £	$11.20\frac{3}{4}$ $-11.21$
Hong Kong , Shillings to \$	$1/2\frac{37}{32}-1/3\frac{31}{32}$
Karachi Shillings to	
rupee	1/51용-1/6급
Lisbon Escudos to £	80.15-80.25
Malaya Shillings to \$	2/315-2/416
Milan Lira to £	$1,739\frac{5}{8}-1,740\frac{1}{8}$
Montreal Dollars to £	$3.01\frac{7}{8} - 3.02$
*New York Dollars to £	2.78-2.82
Oslo Kronor to £	$20.02\frac{1}{4}$ $-20.02\frac{3}{4}$
Paris Francs to £	$13.73 - 13.73\frac{1}{4}$
Stockholm Kronor to £	$14.53\frac{7}{8} - 14.54\frac{1}{8}$
Zurich Francs to £	$12 \cdot 12\frac{7}{8} - 12 \cdot 13\frac{1}{8}$
*Doub of England official line	to Doub was

Bank of England official limits, Bank rate: 4 per cent, from January 3,

#### Pharmaceutical Chemicals

ACETANILIDE. — Crystals, one-cwt. lots, 2s. 10d. per lb.; 5-cwt., 2s. 9d.

Aneurine hydrochloride. — One-kilo, 117s. 6d.; 10-kilos, 114s. 6d.

Arecoline.—Alkaloid, 51s. per oz.

ASCORBIC ACID.—One-kilo, 40s. 6d.; 10kilos, 37s. per kilo; 25-kilos, 35s. 6d.

CALAMINE.—Five-cwt. lots, 1s. 10d. per 1b.; 1-ton, 1s.  $8\frac{1}{2}$ d.

CALCIFEROL. — B.P. from 2s 3s. 3d. per gm. for 1-kilo lots. from 2s.  $10\frac{1}{2}$ d. to

CALCIUM CARBONATE.—B.P. light precipitated powder, 1-ton lots, £35 per ton in free bags, ex works.

CALCIUM CHLORIDE.—B.P.C. fused, 11½d. per lb. in 1-cwt. lots.

CALCIUM GLUCONATE. — 10s. 6d. to 12s. per lb., as to quantity. Succinic acid is from 10s. 6d. to 12s. 3d. per lb.

CALCIUM PANTOTHENATE. — £5 10s. per

CALCIUM PHOSPHATE.—B.P.C. is 1s, 5d, per lb. for 1-cwt. lots and 1s. 4d. for 5-cwt.

Chiniophon.—B.P. 1948, 58s. per kilo; chiniofonic acid, 83s. 9d. per kilo.

CHLOROFORM.—1-cwt. lots in winchesters, 3s.  $4\frac{1}{2}$ d. per lb.; 56-lb., 3s. 6d. 1n drums, 3s.  $2\frac{1}{2}$ d. and 3s. 4d. per lb. respectively.

CHRYSAROBIN.—Per kilo, 5-kilo lots, 150s.

CREAM OF TARTAR.—Home trade:—Oncton lots, 241s. per cwt., 10-cwt., 242s.; 5-9-cwt., 243s.; 2-4-cwt., 244s.; 1-cwt., 245s. (If supplied in bags deduct 5s.)

Cyanocobalamin. — Less than 25-gm. lots, 110s. per gm.; 100-gm., 105s. per gm. DICOPHANE. (DDT). - One ton lots, 2s.  $4\frac{1}{2}$ d. per lb.

Digoxin.—100-gm. lots, 68s. per gm. DIHYDROXYACETONE. — 50-kilo lots are 62s. per kilo.

EPHEDRINE.—ALKALOID nominally 6s. 6d. per oz. sulphate, 4s. and Hydrochloride, 3s. 3d. per oz.

Folic ACID. — B.P. and U.S.P., 1-kilo lots about £23 per kilo.

FORMALDEHYDE.—B.P. solution, 5 drum lots, 755s. per ton in free drums, delivered. Gallic acid.—B.P., 10s. 6d. per lb. for 2-cwt. lots. Technical grade 9s. 9d.

GLYCERIN.—Chemically pure B.P.:—

				_					
		Over 5 tons and under 25 tons 25 tons			1 to and und 5 to	d er	Under 1 ton		
TANK WAGONS	s.	d.	5.	d.	5.	d.	5.	d.	
10-14 tons	166 0								
5-10 tons	167	0	169	0	-	.			
Drums									
5-10 cwt.	170	0	172	0	175	0	181	0	
2½ cwt.	172	0	174	0	177	0	183	0	
1 cwt.	174	0	176	0	179	0	185	0	
TINS									
56 lb.	189	0	191	0	196	0	205	0	
28 lb.	195	0	197	0	202	0	210	0	
14 lb.	201	0	203	0	208	0	216	0	

Delivery of less than 1 cwt. charged 7s, 6d. extra. Drums charged and returnable. Minimum terms for technical grade glycerin s.g. 1 2627 are 161s. 0d. per cwt. for lots of over 25 tons in bulk deliveries of 10-14 tons.

GLYCEROPHOSPHATES.—Per lb. in 1 cwt. lots, 110s. per gm.; 100-gm., 105s, pcr gm. CALCIUM, soluble, B.P.C., 12s.; IRON, B.P.C., scale, 15s. 9d. and powder, 14s. 9d.; MAGNESIUM, soluble, B.P.C., 14s. 3d.; MAN-

GANESE, B.P.C., 27s.; POTASSIUM, 50 per cent., B.P.C., 3s. 9d. and 75 per cent., 2s. 7d.; 75 per cent., 4s. 6d.; 100 per cent., 8s.

HEXAMINE.—B.P., 1s. 11½d. per lb. for 1-ton lots, delivered in 1-cwt. kegs. Technical is threepence per lb. less.

Hydrogen peroxide. — 27.5 per cent. (by weight), £115 per ton; 35 per cent. £135 in returnable carboys.

Hydroquinone. — One-cwt. lots, 10s.; 1-ton, 8s. 6d. per lb.

IODIDES. — (Per kilo). Potassium, 50-kilo lots, 19s. 3d.; sodium, 24s. 3d. for 25-kilo lots, AMMONIUM, 44s.

IODINE.—Resublimed in less than 50-kilo lots, 25s. 4d. per kilo. Minimum delivered rate for CRUDE is 17s. 4d. per kilo.

Iodoform.—Powder (per kilo), 51s. 6d. in 50-kilo lots; less than 50-kilos, 53s. Crystals are 3s. per lb. more.

LEAD ACETATE.—B.P. crystals, 225s. per cwt.

MENAPHTHONE. — (One-kilo lots). B.P. 140s. per kilo; ACETOMENAPHTHONE, B.P., 140s.; WATER-SOLUBLE (menadione sodium bisulphite, U.S.P.), 125s.

NICOTINAMIDE. — (Per kilo). One-kilo, 38s.; 10 kilos, 36s.; 50 kilos, 34s. 6d.

NICOTINIC ACID. — One-kilo, 28s.; 50kilos, 24s. per kilo.

Nikethamide.—Per kilo, 100s.

NIKETHAMIDE.—Per kilo, 100s.

PARAFFINS.—Prices to wholesale distributors per gall.—Liquid: HEAVY, B.P., in drums, 8s, 8½d. to 8s. 9½d. as to quantity; over 500 gall. in bulk, 8s. 7½d. Light, B.P., drums, 7s. 1½d. to 7s. 2½d.; bulk, 7s. 0½d. Technical white: Light, 6s. 6d. to 6s. 7d. and 6s. 3d. in bulk; MEDIUM, 7s. 7d. to 7s. 8d., bulk, 7s. 4½d. Drums charged and returnable. Soft: Best grades White, medium consistency, £116 15s, per ton and soft consistency, £116 15s, per ton and soft consistency, £113 17s. 6d. YELLOW, £94 10s. Other grades (all B.P.) at £95, £100 10s., £106 per ton for white and at £74 17s. 6d. for yellow. All in non-returnable drums delivered.

PHENYTOIN SODIUM.—More than 25-kilo

PHENYTOIN SODIUM.—More than 25-kilo lots are about 43s. per kilo.

Pyridoxine. -One-kilo, £27 10s. per kilo; 10 kilos, £27 5s.

RIBOFLAVINE.—One kilo, £11 2s. 6d.

SAL PRUNELLA.—Balls, 3s. 10d. pcr lb. in 1-cwt. lots.

SODIUM PANTOTHENATE.—Per kilo, 130s. TEREBENE. — B.P.C., one-carboy lots, 4s. 5d. per lb.

THIOGLYCOLLIC ACID. — Basic rates per lb., 97–98 per cent., 26-lb. packs, 15s.; 75 per cent.. 11s. 6d. Ammonium THIOGLY-COLLATE, 40 per cent. ph 9·3 (24-lb. pack), 6s. 8d.; MONOETHANOLAMINE THIOGLYCOLLATE, ph 9·9, 4 per cent., 9s. 10d. All carriage paid and subject to purchase tax.

VITAMIN A. — Synthetic. Supplied in concentrate 1 million international units per gm. as acetate or palmitate the price is £25 per kilo for one-kilo lots.

VITAMIN D.—D<sup>2</sup> powder for tableting 850,000 i.u. per gm., 125s. per kilo; in oil, 1 million i.u. per gm., 67s. 6d. per kilo for 100,000 m.i.u. Crystalline: see under calciferol. D<sup>3</sup> in oil (1 mega per gm.), threepence per mega for less than 1,000 megas. Crystalline, 12s. per gm. in 100-gm. ampoule.

VITAMIN E (synthetic or natural).—Toco-PHEROL ACETATE, B.P., 25 gm. to 100 gm., ninepence per gm., 100 gm. to 1 kilo, sevenpence per gm., 1 kilo and under 10 kilos, £23 per kilo; 10 kilos, £22 15s. per Crude Drugs

ACONITE. — Spot: Spanish *napellus*, 2s. 7d. per lb.

ALOES. — Cape primes, spot, 190s. to 195s. per cwt.; March shipment, extra primes, 205s., c.i.f.; primes, May-June, 190s., c.i.f. Curaçao, spot, 350s.; shipment, 340s., c.i.f.

ANISE. — Chinese STAR, 185s. per cwt., spot, duty paid; shipment, 152s. 6d., c.i.f.

BALSAMS. — Per lb.: CANADA: Spot, 18s. to 25s. COPAIBA: B.P.C. grade, 9s. 6d., duty paid. PERU: Spot, 8s. 6d. duty paid. Tolu: B.P., from 10s. 6d. to 17s. 6d.

Belladonna. — leaves, 0.6 per cent. 2s. 3d. per lb., duty paid. Root, testing over 0.5 per cent., 1s. 10d. per lb.

Benzoin.—Sumatra block, spot £18 10s. to £35 per cwt. as to quality.

Bucнu. — Spot, 3s. 10d. per lb.; shipment, 3s. 9d., c.i.f.

CALAMUS.—Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

Camphor. — B.P. powder nominally 4s. 9d. per lb. in bond. No c.i.f. offers.

Capsicums. — East African on stalk, 150s. per cwt.; Ethiopian, 145s.

CARDAMOMS.—Aleppy greens 8s. 6d. per lb. spot; shipment, 7s. 9d., c.i.f. Seeds, spot. Whole, 16s. 6d.; splits, 10s. 3d.

Cascara.—Spot, 210s. per cwt.; shipment, 200s., c.i.f.

Cassia. — Fistula, 105s. per cwt.; ligitea (whole), for prompt shipment, 250s., c.i.f.; spot, 375s., duty paid; broken 225s., c.i.f.

CHERRY BARK. — Thin natural, 1s. 9d. per lb.; shipment, 1s. 8d., c.i.f.

CHILLIES.—Zanzibar, 170s. spot; shipment, 170s. per cwt. Mombasa spot 220s., shipment, 160s., c.i.f.

CINNAMON QUILLS.—Shipment (c.i.f., per lb.) 4 O's, 6s. 6d.; single O, 6s.; seconds, 5s.  $1\frac{3}{4}$ d.; quillings, 4s.  $2\frac{1}{4}$ d. Spot quillings, 4s. 3d.

COCHINEAL.—Canary Isles black-brilliant nominal; silver-grey nominally 15s. per lb., c.i.f. Peruvian, silver-grey, 10s., c.i.f.

Cocillana.—Bark, 2s. per lb. on the spot.

DIGITALIS.—*Purpurea* leaves, 2s. 8d. to 3s. per lb., c.i.f., as to potency.

ELEMI.—Spot, 1s. 6d. per lb. Shipment, 1s. 1d., c.i.f.

Ergot. — Portuguese, 9s. 3d. per lb., spot; 9s., c.i.f.

GINGER. — (Per cwt.). African, March-April shipment, 310s. Jamaican No. 3 spot, nominal; new-crop for March-April shipment, 590s. Cochin, spot, 210s.; March-April shipment, 207s. 6d., c.i.f.

GUM ACACIA. — Kordofan-cleaned sorts, 152s. 6d. per cwt., spot; shipment, 138s., c.i.f.

Henna. — Indian, spot, about 80s. per cwt.; shipment, 65s., c.i.f.

IPECACUANHA. — Costa Rican nominal. Colombian for shipment, 67s. 6d. per lb., c.i.f.; afloat, 69s., c.i.f.

KARAYA. — No. 1 gum, spot nominal; No. 2, 280s. per cwt.

Lanolin. — Anhydrous B.P. is from 170s. to 190s. per cwt. in 1-ton lots delivered, free drums.

Linseed. — Whole, 72s. 6d. per cwt.; crushed, 102s. 6d.

LIQUORICE. — Natural root: Russian, 65s. per cwt.; Anatolian, 57s. 6d.; Persian, 52s. 6d.; Sicilian 1-kilo bundles, 1s. 6d. per lb. Block juice: Anatolian from 200s. per cwt.; Italian stick from 329s. to 470s. per cwt.

LOBELIA HERB.—American spot, 6s. 3d. per lb.

MACE. — Whole, pale blade, 15s. per lb. spot.

MENTHOL.—Chinese: spot, 44s. per lb. duty paid; April-May shipment, 39s., c.i.f. Brazilian 21s. to 22s. in bond; shipment, 20s. to 20s. 6d., c.i.f. Formosan, 28s. 6d. in bond; shipment, 27s. 6d., c.i.f.

Nux vomica.—Cochin, 75s. per cwt. on the spot.

Papain.—No. 1 from 35s. to 45s. per 1b., spot as to quantity. For shipment: East African, 32s., c.i.f.

PEPPER.—White Sarawak spot, 3s. 4d. per lb.; shipment, 3s. 2d., c.i.f. Black Sarawak spot, 2s. 5½d.; shipment, 2s. 4½d., c.i.f. Black Malabar, 320s. per cwt. spot; shipment, 265s., c.i.f.

PIMENTO.—Spot 616s. per cwt.; shipment, 580s. f.o.b.

Podophyllum. — *Emodi* for shipment, 245s. per cwt., c.i.f. and 250s., spot; *Peltatum*, 365s. per cwt., spot.

Pyrethrum. — Extracts—partially dewaxed, 25 per cent. pyrethrins, 74s. 6d. to 65s. 6d. per lb.; decolorised dewaxed, 20 per cent., 66s. 6d. to 59s. 4d. per lb.

QUASSIA.—Spot, 57s. 6d. per cwt.

QUILLAIA. — Spot, 180s. per cwt.; shipment, 137s. 6d., c.i.f., nominal.

RHUBARB. — Supplies of good pinky rounds cleared on the spot and no shipment offers.

SARSAPARILLA. — Jamaican native red spot, 2s. 8d. per lb.; shipment, 2s. 4d., c.i.f.

SEEDS.—(Per cwt.). ANISE.—Spanish, 270s., duty paid. CARAWAY. — Dutch, 155s., duty paid. CELERY.—Indian offering at 240s. spot; shipment, current crop, 200s., c.i.f.; new crop for June-July, 165s., c.i.f. CORIANDER.—Moroccan unchanged at 62s., duty paid; 50s., c.i.f. CUMIN.—Iranian offering at 172s. 6d., duty paid; shipment, 137s. 6d., c.i.f. DILL.—Indian quiet at 80s., spot; shipment, 60s., c.i.f. FENNEL. — Indian steady at 120s. spot; shipment, 97s. 6d., c.i.f. FENUGREEK. — Moroccan, 57s. 6d., duty paid; shipment, 45s., c.i.f. MUSTARD.—English, 57s. 6d. to 80s., according to quality.

SENEGA.—Spot, 14s. 9d. per lb.; shipment, 14s. 6d., c.i.f.

SHELLAC.—F.O.T.N., 192s. 6d. per cwt.; No. 1, 207s. 6d.; F.O., 225s. to 275s., spot.

SQUILL.—White 75s. per cwt. on the spot; new crop quoted at 62s. 6d., c.i.f.

STRAMONIUM.—Continental LEAVES 85s. per cwt. spot.

STYRAX.—Spot, 22s. per lb.; shipment, 21s., c.i.f.

Tonoun Beans.—Para spot, 5s. 6d. per lb.; shipment, 4s. 10½d., c.i.f.; Trinidad, 7s. 6d., spot.

Tragacanth. — No. 1 ribbon, £132 10s. to £135 per cwt. No. 2, £125 to £127 10s. c.i.f.

Turmeric. — Madras finger spot, 200s. per cwt. quoted; shipment, new crop March-April, 132s. 6d., c.i.f.

Valerian ROOT. — Spot: East European, 175s. per cwt.; Indian, 180s. Shipment: Continental, 172s. 6d. to 205s. 6d., c.i.f.

Vanillin.—Rates (per lb.) are now:—5-cwt. lots, 21s. 6d.; 1-cwt., 21s. 9d.; 56-lb., 22s.; small quantities, 22s. 6d.

Waxes. — (Per cwt.). Bees'.—Dar-es-Salaam, spot 485s. nominal; shipment, 475s., c.i.f. Abyssinian for March-April shipment, 405s., c.i.f. Sudanese, spot, 450s., nominal; shipment, March, 405s., c.i.f. Candelilla, spot, 465s.; forward, 460s. landed. Carnauba, fatty grey, spot, 310s., shipment, 280s., c.i.f.; prime yellow, spot, 610s.; shipment, 585s., c.i.f.

WITCH HAZEL LEAVES.—Spot quotations are 2s. 10d. per lb.

### **Essential and Expressed Oils**

ALMOND.—Sweet, English expressed, 7s. per lb.; foreign, 5s. 6d.

ANISE. — Chinese, 20s. per lb., spot nominal; shipment, 18s. 6d., c.i.f.

BAY. — West Indian about 25s. per lb. on the spot.

Bois DE Rose. — Brazilian, 20s. per 1b. on the spot; shipment, 19s., c.i.f.

CADE. — Spanish, 2s. 6d. per lb. for drum lots.

CAJUPUT.—Spot from 10s. per 1b.

CAMPHOR, WHITE. — Chinese, 2s. 4d., duty paid, per lb.; shipment, 1s. 9d., c.i.f., nominal.

CARAWAY.—Imported oil, 34s. per lb.
CELERY SEED. — Quotations are from 110s. per lb.

CINNAMON.—From quillings, best English-distilled, 520s. to 800s. per lb. as to quantity; other B.P. oils from 22s. per lb. Ceylon leaf, 12s.; Seychelles, 8s., spot.

CITRONELLA. — Ceylon, spot, 9s. 4½d.; shipment, 9s. 1d. per lb., c.i.f. Formosan nominally 14s. 3d. in bond; March-April shipment, 13s. 9d., c.i.f.; Chinese, spot cleared; shipment, 13s. 6d., c.i.f.

CLOVE.—Madagascar leaf spot, 7s. 7½d. per lb., duty paid; shipment, 6s. 4½d., c.i.f. RECTIFIED 87–88 per cent., 12s., Distuted bud-oit, English B.P., 27s. lb. for leaf tots

CUBEB.—Spot supplies of imported are 85s. per lb.

CUMIN.—English distilled oil, 130s. per lb.; imported, 85s.

EUCALYPTUS.—B.P., 6s. 6d. and 6s. 9d. per lb. on spot for 70–75 and 80–85 respectively.

GINGER. — Imported: Jamaican, 130s. per lb.; Chinese, 72s. 6d., duty paid. English 135s.

JUNIPER. — B.P.C. 1949 oil is from 13s. 6d. per lb. Juniper wood, from 5s. Lemongrass. — Spot, 13s. 3d. per lb.; shipment, 13s. 3d., c.i.f.

OLIVE.—Spot value of Spanish is 40s. to 40s. 6d. per gall. in 1-gall. tins; forward, £415 per metric ton, f.o.b.

PEPPERMINT. — Arvensis: Chinese spot, 18s.; shipment, 16s. 6d., c.i.f. Brazilian spot, 6s. 4d. to 6s. 6d.; shipment, 6s. 1d. to 6s. 2d. as to brand, c.i.f. Piperita: Italian, 48s. to 70s., spot. American from 35s. to 38s. 6d. per lb. as to make.

PIMENTO.—English-distilled berry from 135s. per lb.; imported, 32s. 6d. Rectified leaf, 19s. 6d. per lb.

Rue.—Spanish is 23s. 6d. per lb., spot. Sandalwood.—Spot Mysore, 107s. 6d. per lb.; forward, East Indian 105s., c.i.f.

SASSAFRAS. — Brazilian is from 2s. 6d. per lb., duty paid.

Tangerine. — Sicilian machine pressed, 52s. 6d.; sponge pressed, 65s. per lb., nominal.

VETIVERT.—Bourbon spot, 95s. to 105s. per lb.; shipment, 95s., c.i.f.

YLANG-YLANG. — Best oil quoted about 145s. per lb.

### UNITED STATES REPORT

NEW YORK, MARCH 5: Natural CAMPHOR powder eased off by 3 cents to 65 cents per lb. while Formosan MENTHOL was cut 5 cents to bring it down to \$3.85. Higher per lb. among ESSENTIAL OILS were distilled LIME at \$6.35 (up 50 cents); BERGAMOT at \$13.85 (up \$1.35), U.S.P. grade LEMON at \$5.25 (up 25 cents) and Ceylon CITRONELLA at \$1.45 (5 cents). VETIVERT was lower with the Bourbon now \$15.80 (down 70 cents)

### **COMING EVENTS**

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

#### Monday, March 11

aily Mail IDEAL HOME EXHIBITION, Olympia, London, W.14. Until March 30.

ARROW BRANCH, PHARMACEUTICAL SOCIETY, Station hotel, Amersham, Bucks, at 7.15 p.m. Dr. T. D. Whittet on "A Survey of New Drugs." TERNATIONAL SPRING TRADE FAIR, Utrecht, Netherlands, Until March 19.

ORTH LONDON PHARMACEUTICAL ASSOCIATION, School of Pharmacy, University of London, Brunswick Square, London, W.C.1, at 7.45 p.m. Dr. B. A. Callingham (School of Pharmacy) on "Drugs Used in the Treatment of Blood Pressure,"

DIL AND COLOUR CHEMISTS' ASSOCIATION EX-HIBITION, Royal Horticultural Society's old and new halls, Westminster, London, S.W.1. Until March 14.

ROMFORD BRANCH, PHARMACEUTICAL SOCIETY, Unicorn hotel, Gidea Park, Romford, at 7.45 p.m. Mr. G. Bonnett (May & Baker, Ltd.) on "Chemicals and the Garden."

CHEMICAL INDUSTRY, INSTITUTION OF CHEMICAL ENGINEERS, and INSTITUTE OF PETRO-LEUM, Assembly hall, Royal Commonwealth Society, Craven Street, London, W.C.2, at 2.30 p.m. Joint symposium on "Fluidisation."

OUTHAMPTON BRANCH, PHARMACEUTICAL SOCIETY, Polygon hotel, Southampton, at 7.30 p.m. Chairman's evening,

#### Tuesday, March 12

BLACKPOOL BRANCH, PHARMACEUTICAL SOCIETY, Science department, Blackpool technical college, at 7 p.m. Mr. A. J. Popert (lecturer in rheumatic diseases, Manchester University) on "Steroids (11)."

Doncaster Branch, Pharmaceutical Society, Ivanhoe hotel, Sprotborough, Doncaster, at 815 p.m. Film show

8.15 p.m. Film show.
GUILDFORD BRANCH, PHARMACEUTICAL SOCIETY,
Prince of Wales hotel, Guildford, at 7.30 p.m.
Photographic evening.

Photographic evening.

Hounslow Branch, Pharmaceutical Society, Isleworth Polytechnic annexe, St. John's Road,

Isleworth, at 7.30 p.m. Dr. C. Franklin on "Pharmacology of Antibiotics."

LIVERPOOL BRANCH, GUILD OF PUBLIC PHARMACISTS, Exchange hotel, Liverpool, at 6.30 p.m., Dr. W. G. Thomas (Evans Medical, Ltd.), on "Pharmaceutical Research."

NOTTINGHAM BRANCH, PHARMACEUTICAL SOCIETY. Medico-chirurgical Society's house, at 7.30 p.m. Dr. F. E. Camps (Home Office pathologist) on "Poisoning—Accident, Suicide or Murder."

PETERBOROUGH BRANCH, PHARMACEUTICAL SOCIETY, Masonic hall, at 8 p.m. Demonstration of cosmetics

PHARMACY DEPARTMENT, COLLEGE OF TECHNOLOGY, Byrom Street, Liverpool, 3, at 7.30 p.m. Postgraduate course. Mr. C. C. Stevens (Pharmaceutical division, Imperial Chemical Industries, Ltd.), on "Changes in Forensic Pharmacy, 1952-62,"

SOCIETY OF CHEMICAL INDUSTRY, INSTITUTION OF CHEMICAL ENGINEERS AND INSTITUTE OF PETRO-LEUM, Assembly hall, Royal Commonwealth Society, Craven Street, London, W.C.2, at 9.15 a.m. Joint symposium on "Fluidisation."

SOUTH-EAST METROPOLITAN BRANCH, PHARMACEU-

SOUTH-EAST METROPOLITAN BRANCH, PHARMACEU-TICAL SOCIETY, Prince of Orange hotel, 189 Greenwich High Road, London, S.E.10, at 8 p.m. Mr. P. F. Webster (Consumers' Association) on "The Consumer Revolution,"

SOUTH SHIELDS PHARMACISTS' ASSOCIATION, Golden Lion hotel, King Street, at 7.30 p.m., Mr. D. F. Pearmain (W. Mason & Son, Ltd.), on Economics of Chemists' Shopfitting, Planning and Mcrchandising."

WEST HERTFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Ovaltine factory, King's Langley, at 7.45 p.m. Mr. L. Priest on "Virus Diseases."

### Wednesday, March 13

BEDFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, College of Technology, Luton, Beds, at 7.30 p.m. Dr. T. D. Whittet on "Drugs Used in the Treatment of Cough."

BIOLOGICAL METHODS GROUP, SOCIETY FOR ANALYTICAL CHEMISTRY, Friends' meeting house,

Euston Road, London, N.W.1, at 10 a.m. Symposium on "Pharmacological Screening of New Drugs."

BIRMINGHAM PHARMACEUTICAL ASSOCIATION, Botanical Gardens, Edgbaston, at 6.15 p.m. Annual banquet and ball.

HASTINGS BRANCH, PHARMACEUTICAL SOCIETY, Royal Victoria hotel, St. Leonards-on-Sea, at 7 p.m. Annual dinner and dance,

Peterborough Branch, Pharmaceutical Society, science lecture theatre, Technical College, East-field Road, Peterborough, at 7,30 p.m. Lecture course on pharmacology and therapeutics (4). Pharmaceutical Society, 17 Bloomsbury Square,

PHARMACEUTICAL SOCIETY, 17 Bloomsbury Squarc, London, W.C.1, at 7.30 p.m. Professor J. W. Fairbairn (professor of pharmacognosy, School of Pharmacy, University of London) on "Anthracene Derivatives of Natural Occurrence." Scottish Department, Pharmaceutical Society,

SCOTTISH DEPARTMENT, PHARMACEUTICAL SOCIETY, 36 York Place, Edinburgh, at 7.45 p.m. Mr. J. J. Lewis (lecturer in pharmacology, University of Glasgow) on "Anti-depressives and Tranquillisers—some Observations on their Modes of Action."

Sheffield Branch, Pharmaceutical Society, College of technology, Pond Street, Sheffield, 1, at 7.30 p.m. Revision course, Speaker on "Product Development."

SOUTH LONDON AND SURREY PHARMACISTS' GOLF-INO SOCIETY, Royal Blackheath Golf club, Court Road, Eltham, London, S.E.9, at 1 p.m. "Tigers v. Rabbits" (members only).

"Tigers v. Rabbits" (members only).

SWANSEA AND WEST GLAMORGAN BRANCH, PHARMACEUTICAL SOCIETY, Mr. C. C. Stevens on "Forensic Pharmacy."

THAMES VALLEY PHARMACISTS' ASSOCIATION,
Queens Buildings, London Airport, at 6,30
p.m. Diamond Jubilee dinner and dance.

#### Thursday, March 14

ABERYSTWYTH BRANCH, CHEMICAL SOCIETY, Edward Davies chemical laboratory, University College of Wales, at 5 p.m. Professor A. R. Battersby on "Biosynthesis of Alkaloids."

BRIGHTON AND HOVE ASSOCIATION OF PHARMACY, Dudley hotel, Lansdowne Place, Hove, at 8.30 p.m. Joint meeting with Brighton and mid-Sussex Division, British Medical Association on "Pharmaceutical Advances—Myth or Fact?"

DURHAM COUNTY BRANCH, PHARMACEUTICAL SO-CIETY, Three Tuns hotel, New Elvet, Durham, at 7.45 p.m. Film and speaker from Geigy, Ltd., on "The Faces of Depression."

GLASGOW AND WEST OF SCOTLAND BRANCH, PHAR-MACEUTICAL SOCIETY, Students' Union, Royal College of Science and Technology, John Street, Glasgow, C.1, at 7.45 p.m. Mr. H. Steinman (a member of Council) on "Matters of Interest."

HOUNSLOW BRANCH, PHARMACEUTICAL SOCIETY, Sun hotel, Hanworth Road, at 8 p.m. Mr. H. G. Broadbridge (H.M. coroner, county of Middlesex) on "The Work of a Coroner."

London Section, Royal Institute of Chemistry, Portland Hall, Polytechnic, Regent Street, London, W.1, at 6.30 p.m. Dr. R. A. Jeffreys on "The Chemistry of Colour Photography."

LONDON SECTION, ROYAL INSTITUTE OF CHEMISTRY, Sun hotel, Chatham, at 7.15 p.m. Dr. S. 1. Levy on "Chemical Patents."

University of London, London School of Hygiene and Tropical Medicine, Keppel Street, London, W.C.1, at 5.30 p.m., Dr. H. Quastler (senior radiobiologist, Brookhaven National Laboratory, U.S.A.) on "Chemical Communication Systems in Cells."

### Friday, March 15

BIRKENHEAD AND WIRRAL PHARMACISTS' ASSOCIA-TION, Central hotel, at 8 p.m. Illustrated lecture by Professor G. E. Trease on "Pharmacy in the Middle Ages."

BOURNEMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Royal Victoria hospital, Shelley Road, Boscombe, at 8 p.m. Refresher course, Dr. G. R. Boyes on "Tranquillisers."

School of Pharmacy, Leicester College of Technology and Commerce, Grand hotel, Leicester, at 7 p.m. Annual reunion dinner and dance.

### Saturday, March 16

PHOTOKINA INTERNATIONAL PHOTOGRAPHIC AND CINE EXHIBITION, Cologne. Until March 24.

Channel Midlanc March 17-23 Anadin ... 4 5 4 4 2 2 2 2 3 • • • Askit 13 3 6 5 3 3 3 4 3 8 Beecham powders 4 4 \_ Bunty Baby products ... ... ... \_ 1 Chiclets ... ... ... 1 1 Christy's skin emulsion 1 • • • • 2 2 Cuticura • • • • • • 1 1 Dentu-creme ... ... • • • ... Dentyne ... 1 • • • Dinneford's compound magnesia 1 1 1 1 2 2 2 1 Euthymol tooth-paste 1 1 1. Fibrosine Goddards cream and embrocation 2 2 Imperial leather products ... Linc-o-lin beer shampoo ... 2 2 2 2 2 2 2 2 Loxene shampoo 3 3 3 ... ... Macleans tooth-paste Moorland tablets 2 2 2 1 2 • • • ... 2 1 2 2 2 Penetrol inhalant ... ... Phensic ... 5 5 \_ 5 6 • • • • ... ... • • • Phyllosan 2 ... ... Poli-grip 1 — 1 Rinstead pastilles 1 2 ... ... ••• Salvelox ... 2 ... ... Sanatogen tonic wine 2 2 2 2 2 2 2 2 2 2 Setlers VO5 conditioner ... ... shampoo 2 2 2 ... ... spray ... Get-Set ... \_ \_ \_ 3 2 3 2 2 2 1 ... Yeast Vite 2 2 2 2 2 ... ... ... ... Zestone ...

COMMERCIAL TELEVISION

Figures in these columns represent number of appearances of the "spot" during the week,

### **PATENTS**

COMPLETE SPECIFICATIONS ACCEPTED From the "Official Journal (Patents),"

February 20

Derivatives of pyrazine—carboxylic acid and process for the preparation thereof, Bracco Industria Chim'ca, S.p.A, 922,957.

Adsorbing agent, C, E, O, Ullman, 922,932.

Process for the production of conjugated diole-

Distillers Co., Ltd. 922,782.

рн Indicator. Miles Laboratories, Inc. 922,606. Diagnostic composition. Miles Laboratories, Inc.

Treatment of water-soluble cellulose derivatives hydroxyethyl groups and products obtained thereby. Mo Och Domsjo, A.B. 922,607.

Preparation of phthalic anhydride, American Cyanamid Co. 922,749.

D-homo steroid derivatives and processes for their preparation, Roussel-Uelaf, 922,652

D-homo androstane derivatives and processes for the production thereof. Roussel-Uclaf. 922,653. Antibiotic amucine and a process for its preparation, Montecatini Soc. Generale per L'Industria Mineraria e Chimica, 922,952,

Halo-6-deoxytetracyclines. American Cyanamid Co. 922,598.

O-benzoylthiamine disulphide and its tion. Tanabe Seiyaku Co., Ltd. 922,444.

Steroids. Francesco Vismara, S.p.A. and A. Ercoli, 922,511.

Method for the preparation of equilin. Syntex, S.A. 922,861.

Derivatives of 13-mathyl-cyclopentanopolyhydrophenanthrene and methods for the production thereof. Syntcx, S.A. 922,877.

Steroids, Lepetit, S.p.A. 922,469.

Method for the production of l-dehydrosteroids. Lovens Kemiske Fabrik Ved A. Kongsted. 922.525.

Process for the preparation of 4-acyloxy. and 4-hydroxy-3-keto-△4-steroids, Soc. Farmaceutici Italia, 922,802.

4-Hydroxy (and acyloxy)-3-keto-steroids. Soc. Farmaceut ci Italia, 922,803.

Steroids, Soc. Farmaceut ci Italia, 922,442.

Plant growth inhibiting compositions, J. R. Geigy, A.G. 922,587.

S-triazine derivatives and processes for their preparation. J. R. Ge gy, A.G. 922,830.

Organic thiophosphorus acid derivatives, Farbenfabriken Bayer, A.G. 922,781.

Gas sterilising system, American Sterilizer Co.

Agents for the regulation of plant growth containing salts of s-triazines with halogenated fatty acids. J. R. Geigy, A.G. 922,609.

Haloalkyl-triazines, Farbenfabriken Bayer, A.G. 922,647.

Cast self-supporting porous sheets or films of organic polymeric material, T. J. Smith & Nephew, Ltd. 922,611.

Filling arrangement for plastic bottles, Agfa, A.G. 922,577.

Moulding machines for lipsticks and like articles. H. B. Arden & Co. (Instruments), Ltd. 922,557. Production of photographic prints, Lumoprint Zindler K. G. 922,595.

Automatic exposure regulator for photographic cameras, Durst, A.G. Bozen Fabrik Phototechnische Apparate and J. Durst, 922,615.

Photographic camera, Agfa, A.G. 922,482. Photographic transparences, Kodak, Ltd. 922,882.

Strip film and sound projector for reproducing and projecting from such film, Kalart Co., Inc. 922,721.

Colour reproduction of a colour photographic material. Gevacrt Photo-Producten, N.V. 922,550.

Photographic camera with cocking by electric motor. Kamera und Kinowerke Dresden Veb. 922,604.

Photographic silver salt diffusion, Agfa, A.G. 922,479.

Process of reflex copying by the use of fibre optical devices, General Anilin & Film Corporation, 922,705.

Strip film and sound projector for reproducing and projecting from such film, Kalart Co., Inc.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from April 3, 1963.

### TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," February 27

For perfumes, non-medicated toilet preparations, cosmetics, toilet articles, essential oils and soaps

DANAE, 824,320, by Dana (England), Ltd., London, S.W.1.

For cleaning preparations (3)

ANIC, 832,593, by Anic, S.p.A., Milan, Italy, For perfumes, non-medicated toilet preparations and cosmetics, essential oils and dentifrices, but not including soaps or preparations for the hair

SHIP SHAPE, B836,728, by Timothy Whites & Taylors, Ltd., Leeds, 4, Yorks.

For all goods (3)

MYSPRA, B837,729, by D. H. L. Products, Ltd., Bradford, Yorks.

For perfumes, non-medicated toilet lotions, cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes) sachets for use in waving the hair, shampoos, soaps and essential oils (3)

VITA-GELE, 838,311, by Elizabeth of Sweden. Ltd., Kingston 10, Jamaica.

For preparations for waving and setting the hair (3)

Device with words NEW GLOSSY LACOUER BY NICHOL, 833,088, by Nichol Beauty Products, Ltd., London, E.9.

For cleaning, polishing, scouring and abrasive preparations and soaps, all for export except to the Irish Republic (3)

TAFLO, 838,024, by Reckitt, Colman, Chiswick (Overseas), Ltd., Hull, Yorks.

For all goods (5)

Device with letter G, B832,442, B833,440, by Glaxo Group, Ltd., London, W.I. BIO-R-GAN, 835,227, by Forest Laboratories, Inc., New York 22, U.S.A. KURGEST, 840,418, by James McMillan, Portrush, Co. Antrim, Northern Ireland, CANULASE, 840,733, by A. Wander, S.A., Berne, Switzerland, SEDA-RAPENTON, 841,318, by C. H. Bochringer Sohn, Ingelheim-on-Rhine, 22b, Germany.

For sulphonamides and sulphonamide preparations (5)

DURENATE, 834,731, by Schering, A.G., Berlin N 65, Germany, and Farbenfabriken Bayer A.G., Leverkusen (22c), Germany.

For immunological preparations for pharmaceutical purposes (5)

836,471, by Glaxo Laboratories, Ltd., Greenford, Middlesex.

For pharmaceutical and veterinary preparations (5) LAMPIT, B835,034, by Farbenfabriken Bayer, A.G., Leverkusen (22c), Germany.

For medicated skin powder (5)

VEROSIA, 837,104, by Aspro-Nicholas, Ltd., Slough, Bucks,

For infants' food (5)

FARLEIN, 837,411, by Farley's Infant Food, Ltd., Plymouth, Devon.

For pharmaceutical preparations and substances all for the treatment of lung worm disease (5)

DIKTYLOX, 837,451, by Walter Gregory & Co., Ltd., Wellington, Somerset.

For pharmaceutical preparations and substances in the nature of foam, but not including medicated preparations for treatment of the scalp (5)

SYLFOAM, 838,017, by Wellcome Foundation,

Ltd., London, N.W.1.

For pharmaceutical, veterinary and sanitary substances; medical and surgical plasters; material prepared for bandaging; disinfectants; prepara-tions for killing weeds and destroying vermin; air-freshening preparations; herbicides, germicides, fungicides, insecticides, and insect destroying materials in the form of cards, paper and the like (5)

Series of a device with word FLIT, 827,888, by Standard Oil Company, Flemington, New Jersey, and New York, U.S.A.

For pliarmaceutical preparations and substances

PRO-BLEM, 838,633, by Sterwin, A.G., Zug, Switzerland, SORDANIL, 839,020, by H. Lundbeck & Co. A/S, Copenhagen, Denmark. FURILIN, 840,641, MEGATETRA, 840,643, by Icar Laboratories, Ltd., London, E.C.3.

For herbicides (5) DICAMBA, TRICAMBA, 839,432-33, by Velsicol Chemical Corporation, Chicago, Illinois,

For preparations for killing weeds and destroying vermin (5)

Device, 839,493, by English Gardens, Ltd., Dover, Kent.

For pharmaceutical preparations and substances

for veterinary use (5)

RETIC, 840,684, by Stevenson, Turner &
Boyce, Ltd., Guelph, Ontario, Canada, and Reading, Berks.

For pharmaceutical preparations and substances, all containing anines (5)
PIRITOXAMINE, 840,732, by Allen & Han-

burys, Ltd., London, E.2.

For veterinary preparations containing antibiotics

NEOAMFO, 841,145, by E. R. Squibb & Sons, Ltd., London, W.1.

For antibiotics and antibiotic preparations (5) MILLMYCIN, 841,477, by Stevenson, Turner & Boyce, Ltd., Guelph, Ontario, Canada, and Reading, Berks,

For preparations for destroying rats and mice (5) BRUMOLINE, 841,841, by Jean Olischlager, Maastricht, Netherlands.

For pharmaceutical preparations for human and veterinary use, sanitary substances, medical and surgical plasters, material prepared for bandaging, disinfectants and antiseptics (5)

GUBERNAL, 842,304, SICRINAL, by J. R. Geigy, S.A., Basle 16, Switzerland. For pharmaceutical preparations and substances

for human and veterinary use (5) PARSERNYL, 842,475, by Parke, Davis & Co., Detroit 32, Michigan, U.S.A., and Hounslow, Middlescx.

For safety razor blades (8)

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AUTOFAX, B839,610, by Kodak, Ltd., London, W.C.2. TRANSFLEX, 841,026, by Rank Precision Industries, Ltd., London, W.1.

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London, W.1.

For toilet paper, toilet tissues and paper hand-kerchiefs, none being medicated, and paper towels (16) and for toilet and domestic utensils and containers; dispensers for soaps and liquids; and holders and dispensers, all for toilet paper and towels (21)

RISING SUN, 835,610, 835,609, by Jeyes' Sanitary Compounds, Co., Ltd., Barking, Essex. For foodstuffs for sheep; and food preparations for use as nutritional additives to foodstuffs for sheep (31)

LAMVITA, 840,363, by Pfizer, Ltd., Sandwich, Kent,

For foodstuffs for animals (31)

ALL FOURS, 840,587, by Aspro-Nicholas, Ltd., Slough, Bucks.

### **CONTEMPORARY** THEMES

Subjects of contributions in current medical and technical periodicals.

TYRAMINE. The mode of action of, J. Pharm. Pharmacol., March.

Castor oil. The absorption and excretion of, in

man. J. Pharm. Pharmacol., March.
LIQUID MULTIVITAMIN PREPARATIONS. The stability of, during use, J. Pharm, Pharmacol., March.

TRIMEPRAZINE AND AMYLOBARBITONE in pruritus. A comparative trial of. Lancet, March 2

IPECACUANHA poisoning, Lancet, March 2 CENTRAL SUPPLY of bottled sterile water, Lancet,

ERGOMETRINE MALEATE, Vasopressor activity of, in anæsthetised parturient women. Brit, med,

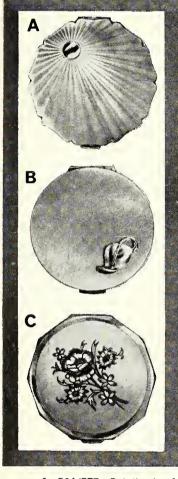
J., March 2. PENICILLAMINE. Effect of, on cystinuria. Brit.

med. J., March 2. SULPHYDRYL GROUPS essential for the penicillinase activity of aerobacter cloacae. Nature, March 2. ENZYME REACTIONS with phenolic compounds:

effect of O-methyltransferase on natural substrate of fruit polyphenol oxidase, Nature, March 2.

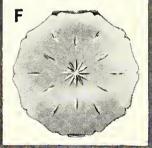


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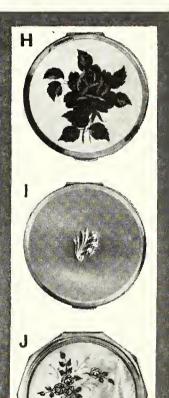


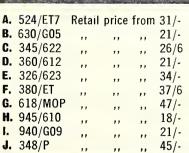
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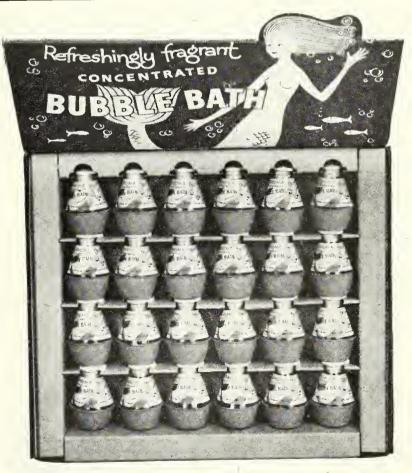
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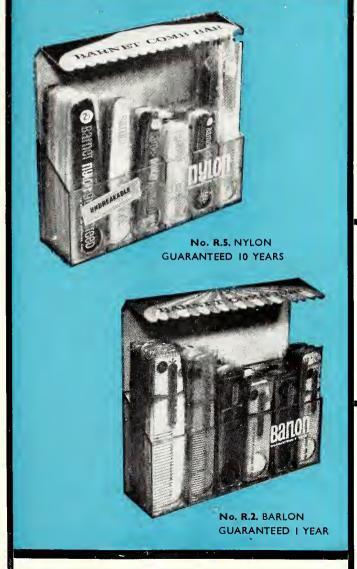




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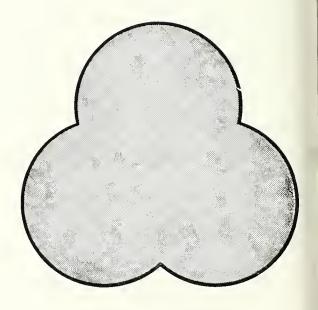




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For all patients at all times



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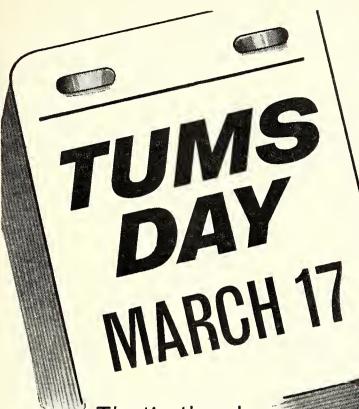
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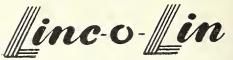
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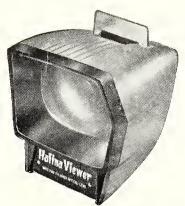
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- ★ Lenses can be taken out for cleaning pur-

This viewer can now be converted into a mains operated viewer by adding the AMBASSADOR MAINS BASE 19/9 extra



**Batteries** 10d extra



#### Halina Al

★ 2½ × 2¼ and 35 mm. on 120 film. ★ f/3.5/80 mm. colour corrected lens. ★ Synchronised shutter speeded up to

I/Iooth sec. ★ Coupled front lens focusing.

Leather Ever Ready case £1/19/6



## Halina

BEST VALUE IN 35 mm. **CAMERAS** 

- Three apertures 8-11-16.
- ★ Three apertures 8-11-16. ★ Bulb and instantaneous shutter.
- ★ ALL METAL with satin chrome/leatherette finish.
- Synchronised for flash.
- ★ Synchronised for masn. ★ Double exposure prevention.

Ever Ready Case £1/8/1



#### Halina **VICEROY**

- ★ TWO CAMERAS IN ONE
- ★ All metal.
- $\bigstar$  2½×2½and 35 mm. on 120 film.
- ★ Double meniscus f/8 lens.
- **★** Actual size ground glass reflex viewfinder.

★ Synchronised for flash.

Ever Ready Case

3-19-6

## Halina 150 2"x2" STILL PROJECTOR

★ f/3.5/80 mm. hard-coated colour corrected lens. ★ 150 watt.

corrected lens.

\[ \begin{array}{ll} \text{ nard-coated} & \text{colour} \\ \begin{array}{ll} \text{ 150 watt.} \\ \begin{array}{ll} \text{ Double condensers.} & \text{ Helical focusing.} \\ \begin{array}{ll} \text{ Helical focusing.} \\ \begin{array}{ll} \text{ Accepts all } 2'' \times 2'' \text{ slides.} \\ \text{ Can be converted to 300 watt projector in a few minutes by fitting the HALINA all-metal Panbase £5/5/0

150 watt lamp 21/9. Carrying case 25/-



## Halina

TWO-IN-ONE CAMERA 21"×21" or 18×18

- ALL METAL.
  Achromatic lens f/8.
  Front lens focusing.
  Apertures 8-11-16.
  Double exposure prevention.
  Synchronised for flash (bulbs).



Ever Ready Case £1/9/11 detachable back



J. SILBER LTD., 11 Northburgh Street, London, E.C. | Telephone: CLErkenwell 8031 (10 lines)



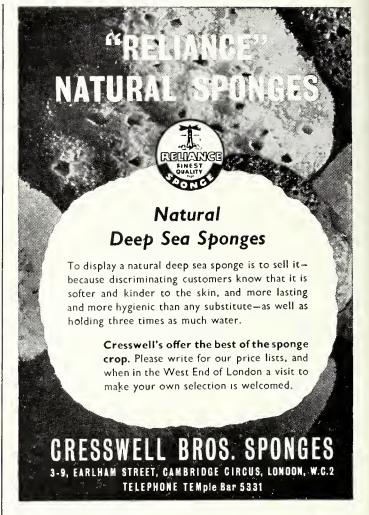
# If you sell hair lacquer you'll sell REM-LAC lacquer-removing shampoo again and again

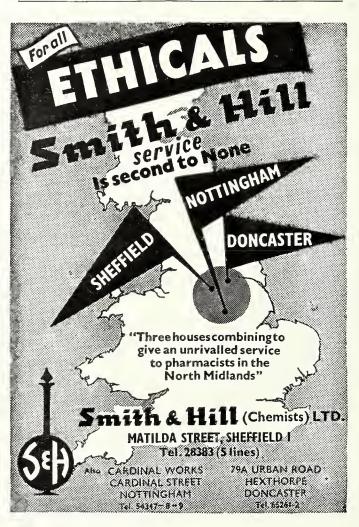
Already a success with hairdressers, Rem-lac lacquer-removing shampoo will make an immediate appeal to any woman who uses lacquer on her hair. Ordinary shampoos can't touch the lacquer, which left in, dries and dulls the hair. A special ingredient in REM-LAC gently floats out every trace of it. This way the hair is not only as clean as any good shampoo can make it. It is really soft and supple again, ready to take a beautiful set.

STRONG LAUNCHING CAMPAIGN OPENS MARCH with advertisements in WOMAN WOMAN'S OWN HONEY TRUE ROMANCES TRUE STORY BOYFRIEND MIRABELLE/MARTY MARILYN VALENTINE **TEEN**—and more advertising to follow.

ORDER NOW FROM YOUR WHOLESALER **EYECATCHING NEW BOTTLE** RETAILS AT 2/6 FOR 3-4 SHAMPOOS









# THE WORLD'S LEADING MANUFACTURER OF VITAMIN D2

CALCIFEROL B.P./U.S.P. XV 140 MILLION I.U./GRAM. WATER MISCIBLE. DRY POWDER 200,000 I.U./GRAM. OIL CONCENTRATES TO CUSTOMERS REQUIREMENTS.

For years Vitamins Limited have specialised in research into the physiological and therapeutic activity of vitamins and now produce an unrivalled range of vitamin products.

All enquiries to: Bulk Sales Division, Vitamins Limited, Upper Mall, London, W.6.

VITAMINS FROM VITAMINS LIMITED



# TWO HAIR TREATMENTS TO RECOMMEND

The only DANDRUFF TREATMENT with a BIG reputation in 9 European Countries



Brings instant relief in the most severe cases

Dandruff in its worst form responds immediately to Gill's Dandruff Remover Medicated Shampoo, a product sufferers will appreciate and bring you many repeat sales.

#### PRICES:

Wholesale 18/8 (plus P.T.) per dozen to retail at 2/9 per bottle. Sachets: 5/- (plus P.T.) per dozen (minimum order 3 dozen). Retailing at 9d. each (inc. P.T.)

Also made and distributed by

EUGENE-GALLIA Paris and Barcelona
BEAUTISALES LTD., 35 OLD BOND STREET,
LONDON, W.I. Telephone: HYDe Park 2565-6
Eire Agents: MUR-RA LTD., 10b Fishamble St., Dublin, Eire

. . . and for customers with thin and falling hair — you can recommend with fullest confidence

# Jochem's WONDERFUL DUTCH HAIR PREPARATION

# Hundreds of Testimonials from both men and women

Your customers whose hair is becoming thin or falling or who suffer from premature baldness will thank you for recommending Jochem's. A sure money maker.

#### PRICES.

114/- per dozen or 10/- per bottle for less than one dozen. (All prices plus P.T.). To retail at 17/6 per bottle (inc. P.T.)

# Vegetex

#### THE VEGETABLE TREATMENT FOR RHEUMATISM

VEGETEX is a concentrated powder prepared by dehydrating selected vegetables in closed circuit at low temperature. Being alkaline, VEGETEX counteracts the over-acidity associated with rheumatic conditions.

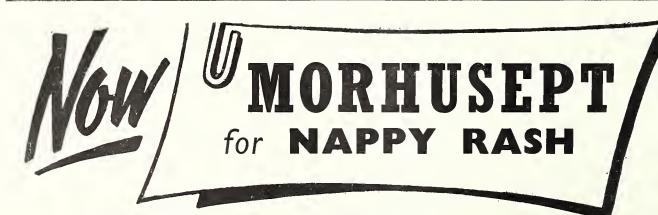
#### YOU CAN RECOMMEND VEGETEX WITH CONFIDENCE

We shall be glad to send you literature on request.

#### Retail Prices:

40 tablets 3/10 · 80 tablets 7/3 160 tablets 12/1 · 500 tablets 30/9

MODERN HEALTH PRODUCTS LTD. Davis Road · Chessington · Surrey
Other Modern Health Products include: BIOBALM · VECON · NATEX · GARLODEX



A new approach to traditional treatment with introductory **BONUS OFFER** 

Morhusept germicidal cream is an elegant new formulation of specially treated Cod Liver Oil and Cetrimide B.P. The cream is free from offensive odour, stickiness and greasiness, and is delicately rose-perfumed. Morhusept is being actively promoted to the Nursing Profession, Women's Health Officers and Infant Welfare Workers throughout the country. Packed in 40 gramme tubes to sell at 3/6 (including Purchase Tax 6d.). Trade price 24/- per dozen.

INTRODUCTORY BONUS OFFER-One tube free

(12 tubes charged as 11)

NO PURCHASE TAX

PRIORY LABORATORIES

PYRAMID WORKS WEST DRAYTON MIDDLESEX



Telephone: West Drayton 3011

# There's a multi-million market

FOR THE NEW STRENGTH DEODORANT



# aronde Perfumed ROLL-ON DEODORANT

Advertising in February & March to the Multi-Million Readers of

# 'WOMAN' and 'WOMAN'S OWN'

Only **arond**e offers delicately perfumed day-long protection for every occasion. Only **arond**e gives the choice of a SUBTLE, MEDIUM or ACTIVE deodorant—the choice that millions of women will want. They'll be reading about new **aronde** in 'WOMAN' and 'WOMAN'S OWN'. Many will buy all three strengths to assure personal freshness always—to suit the average day or outdoor activity or party-going. Here's a really new, big sales opportunity you can't afford to miss! Retail price 5/3 each (4 of each strength in display packs) Order now from your usual wholesaler

\* And there's still more profit for you with these new aronde cosmetics



aronde 'Lacanii' Shampoo—removes every trace of Lacquer, Retail price 1/- each aronde 'Cool Caprice' Talcum. Retail price 2/6 each

aronde Satin Cosmetic Pochet, Retail price 5/11 each (also in Vinyl at 3/11)

## aronde cosmetics

ARONDE LABORATORIES LTD. SHERBOURNE AVENUE \* BINSTEAD \* RYDE \* I.O. W. Ryde 3761



For injections, tablets, hormone preparations, antibiotics, and liver extracts. For the Chemist, the doctor and the surgeon.

#### for medicine ...

For skilled hands to select from the fruits of progress the Pharmaceutical Medical and Veterinary products to aid them in their fight to heal. For medicine—from Antigen.

ANTIGEN · ROSCREA · IRELAND

# THOVALINE

for:-

#### **BEDSORES**

BEDSORES can be prevented by applying THOVALINE before the trouble starts but if already in existence will help greatly in healing.

#### **BURNS**

BURNS Unique action. THOVALINE is self sterile it eliminates pain and is a rapid healer.

#### **DERMATITIS**

URINE DERMATITIS Excellent healing properties where rash exists and will prevent such trouble occurring if applied beforehand. Offensive odour is eliminated.

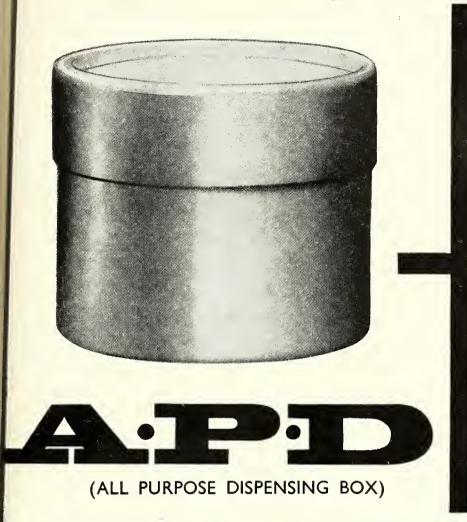
Supplies from your usual wholesale house:

#### ILON LABORATORIES

LORNE STREET · HAMILTON · LANARKSHIRE

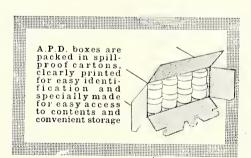
Tel: HAMILTON 410

#### PRO-TEKT-HER Keeps dogs away the pleasant way Sales of Pro-Tekt-Her are made so much easier now that this in-season spray is applied just by pressing the Aerosol Container Valve. Every owner of a bitch is a potential buyer. Display Pro-Tekt-Her in your Windows and on your Counters—you'll sell it. Packed in dozens. Generous Trade Discounts. PER 60Z. AEROSOL CONTAINER KALIUM PRODUCTS (REDDITCH) LTD ADELAIDE STREET, REDDITCH, WORCS Telephone: Redditch 4433



"Four into one" goes easily if you are a wise dispenser. You simply pick up a Robinsons A.P.D. (All Purpose Dispensing Box) and there, ready to hand, is a container equally suited to hold powder, tablets, oin ment or cream. Robinsons of Chesterfield, who have been making boxes for the chemist since 1839, evolved the A.P.D. box to speed dispensing and also reduce the number of stock boxes held to a minimum.

A.P.D. boxes are obtainable only through your wholesaler. For sample box and descriptive leaflet, please apply direct to:



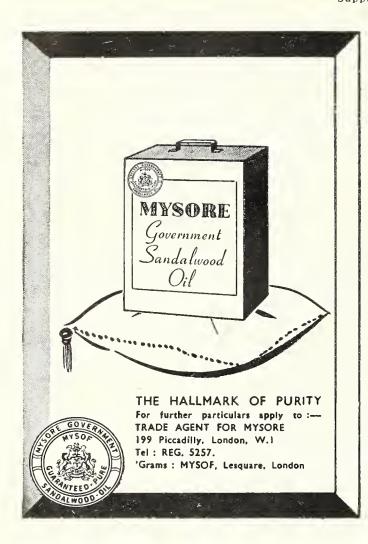


Robinsons of Chesterfield.





ROBINSON AND SONS LIMITED WHEAT BRIDGE MILLS CHESTERFIELD





## **HARDWOOD APPLICATORS**

**IMMEDIATE** DELIVERY FROM LONDON **STOCKS** 

100 Boxes and over 3/2 Per box, 50 to 99 boxes 3/6 per box, under 50 boxes 4/- per box Standard pack, 6 gross to box.

#### TONGUE DEPRESSORS

LOWEST PRICES SINCE THE WAR

Size 6 in.×1 in.×2 mm, thick. Prime Hardwood perfectly finished Boxed 100's. Minimum order 10,000 Wholesale Houses only supplied

ASHWOOD TIMBER & PLASTICS LTD.

Specialists in Veneer & Plywood Products for all Trades

Tel.: EASt 6343-6461

#### The HAIR **ROLLERS** of distinction and popularity

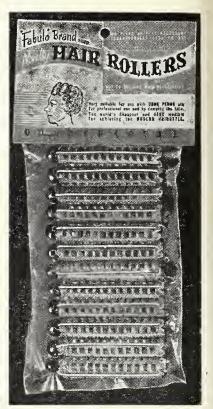
"FABULO" Brand (regd.)

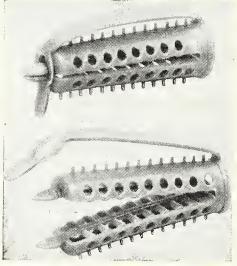
8 sizes with various contents of the packs at the uniform price of 14/8d. + 25% P.T.= total 18/3d. per dozen packets.

Retail

2/4d.

per packet





#### **BOUFFAN T CURLERS**

½ gross in display carton. 13/8d.+25% P.T.

=total 17/-

Retail

4/3d. per dozen

Obtainable from most wholesalers or direct from:

#### HAETAM

63 CORPORATION STREET, MANCHESTER, 4

Established 1921 - Samples on request free - Phone BLA 3882

#### BERDOE & FISH

Chemists' Transfer Agents and Valuers 41 ARGYLE SQUARE, KING'S CROSS, W.C.I (opposite St. Pancras and King's Cross Stations)

**VALUATIONS** for all purposes **BUSINESSES** urgently required STOCKTAKING for Income Tax purposes TRANSFERS without publicity our speciality

 All Valuations and Stocktakings carried out under personal supervision of principals.

Established 1870

Phone: TERminus 3574

Telephone: CENtral 6565

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2

APPOINTMENTS — 24/- per ‡" s.c. minimum and pro rata, AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT. Run-on — 4/- per line (minimum 20/-). Semi-display — 24/- per ‡" s.c. minimum, Displayed with border rule, larger type faces and blocks — 60/- per s.c.i. minimum, Reduced rates for one-third, one-half and full pages on application. SITUATIONS WANTED — 6/- per 18 words minimum, then 4d, per word. Use of Box No. — 2/-. Advertisements received by 4 p.m. Tuesday published same week.

#### **PREMISES**

FACTORY/WAREHOUSE, Haslingden, near Manchester, 100,000 sq, ft. Gift at £3,000 p.a. ex. Ample lorry space. Office block, Short/long or 99 year lease, Accountants: Wilson Wright & Co., 1 Hatton Garden, London, E.C.I., or phone: ARChway 4307 or AVEnue 4471.

DRUG STORE/COSMETICS, near Eltham, Very large modern shop in really first-class condition. Newly established. Taking £50 per week, with great scope to increase. No dispensing at present, Main road trading position, No opposition for 1½ miles. Accommodation in self-contained ultra-modern flat above, which includes 2 double bedrooms. Price £1,850, s.a.v. Large loan available. Bryce Williams & Co., Ltd., 213 Piccadilly, W.1. REG, 4724/5/6.

#### **BUSINESSES FOR DISPOSAL**

FOR SALE. Drug store mail order business, London, Box C 5084.

**LONDON** drug store in Fleet Street area. Owner retiring, Suitable and fitted for easy conversion to a pharmacy, Box C 5085.

NORTHERN IRELAND, Village pharmacy for sale with living accommodation, T.O. £10,000. Strict confidence, Box C 5081.

#### **BUSINESSES WANTED**

DRUG OR SURGICAL STORES WANTED or suitable premises: E. T. Perks, 16 New Street, Dudley, Worcestershire, Dudley 52368,

#### **APPOINTMENTS**

#### BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS (490 beds)

Locum Pharmacist
required for several months from June 1,
1963. Applications to Hospital Secretary with
names of two referees. C 8046

#### DULWICH HOSPITAL EAST DULWICH GROVE, LONDON, S.E.22

Senior Pharmacist
Applications invited for post of Senior Pharmacist, Salary scale £810—£1,060 plus London Weighting allowance, Part-time considered, Apply Chief Pharmacist, C 8068

#### BARNET GROUP HOSPITAL MANAGEMENT COMMITTEE, 1 WELLHOUSE LANE, BARNET, HERTS

Senior Pharmacist required for work in the Group Hospitals. Whitley Council scale with London Weight-ing, Applications to Chief Pharmacist, Barnet General Hospital, Wellhouse Lane, Barnet, Herts, with names of two referees. C 8070

#### LEAVESDEN HOSPITAL, ABBOTS LANGLEY, Near WATFORD, HERTS

Pharmacist (Part-time)
required at Leavesden Hospital (rate 40/7d, per session of four hours), The hospital is within easy reach of London by Bakerloo line or Green Line Coach, Applicants are invited to view the Department by arrangement with the Group Pharmacist ('phone: Garston 2222, Ext, 30) prior to interview. Applications stating age and experience, together with the names of two referees to be sent to the Group Secretary, Leavesden Hospital, Abbots Langley, nr. Watford, Herts.

C 8061

#### MEDWAY AND GRAVESEND HOSPITAL MANAGEMENT COMMITTEE, ST. BARTHOLOMEW'S HOSPITAL, ROCHESTER, KENT

Dispensing Assistant

required at the above busy general hospital. Salary according to age and experience on scale rising to £580. Possession of the Certificate of the Society of Apothecaries or an equivalent qualification would be an advantage, an additional allowance of £50 pcr annum is payable for this Certificate. Certificate.

Please apply to the Hospital Secretary, giving details of age, qualifications, experience and names of two referees.

C 8074

#### PARKSIDE HOSPITAL, MACCLESFIELD

Pharmacist

required for full-time duties as assistant to Chief Pharmacist at this modern Psychiatric Hospital with Neuro-Surgical Unit, New Pharmacy Department ready to open. For further details apply to the Chief Pharmacist, Parkside Hospital. C 5086

### SOUTH MIDDLESEX HOSPITAL, MOGDEN LANE, ISLEWORTH

Pharmacist in Sole Charge

six sessions per week, required from 16th April at South Middlesex Hospital, Mogden Lane, Isleworth, Salary £2 12s, 6d, per 4-hour session, plus London Weighting, Applications, giving qualifications and experience, to Hospital Secretary.

C 8073

#### THE FOUNTAIN AND CARSHALTON GROUP HOSPITAL MANAGEMENT COMMITTEE

COMMITTEE
Dispensing Assistant
required at Queen Mary's Hospital for Children, Carshalton, Surrey. Salary scale £440£580 at age 22 and over, otherwise according
to age, Certificate of the Society of Apothecaries desirable for which a qualification
allowance of £50 will be paid. London
weighting in addition, Telephone enquiries
to Chief Pharmacist, Mrs. McDonald (Wallington 6635, Ext. 11). Applications, with
names of two referees to Group Secretary, as
soon as possible. C 8035

#### THREE COUNTIES HOSPITAL, ARLESEY, BEDFORDSHIRE

ARLESEY, BEDFORDSHIRE

Dispensing Assistant

Applications are invited for Dispensing Assistant. Salary and conditions as Whitley Council scale, £425 at age 22 or over, rising to £575 per annum, Accommodation available for single man or woman applicant, Applications, stating age and experience, together with the names and addresses of two referees, should be sent to The Medical Superintendent,

C 576

# THE ROYAL EYE HOSPITAL, ST. GEORGE'S CIRCUS, LONDON, S.E.1 Qualified Dispensing Assistant required. Applications in writing to Hospital Secretary. C 8076

#### **PUBLIC APPOINTMENTS**

#### SENIOR PHARMACIST-H.M. PRISON SERVICE

Senior Pharmacist

Male or female registered Pharmacist, aged 25 or over, required for a Senior Pharmacist post at H.M. Prison, Wormwood Scrubs, London,

Salary scale £810 to £1,060 plus £45 to £55 N.H.S. London Weighting, and £50 per annum environment allowance.

allowance.

STARTING PAY ABOVE MINIMUM in some cases for previous N.H.S., Government Service or other comparable experience, ADDITIONAL ALLOWANCE of £25 for qualifications, FIVE-DAY WEEK, POST SUPERANNUABLE under N.H.S, superannuation scheme, Annual leave allowance of 3 weeks and 3 days (4 weeks after 10 years' service) plus 8½ days paid public and privilege holidays.

Apply Establishment Officer, Prison Commission (WM13), Horseferry House, Dean Ryle Street, London, S.W.1, C 8038

Public Appointments—Continued

#### SITUATIONS VACANT WHOLESALE

#### CHIEF PHARMACIST-H.M. PRISON SERVICE

Male registered Pharmacist, aged 25 or over, required for a Chief Pharmacist Category I post at H.M. Prison, Grendon, nr, Aylesbury, Buckinghamshire, Salary scale £855 to £1,165 plus £54 per annum environment allowance.

STARTING PAY ABOVE MINIMUM in some cases for previous N.H.S., Government Service or other comparable experience, ADDITIONAL ALLOWANCE of £25 for higher qualifications, FIVE-DAY WEEK, POST SUPERANNUABLE under N.H.S. superannuation scheme. Annual Leave allowance of 3 weeks and 3 days (4 weeks after 10 years service) plus 8½ days paid public and privilege holidays, Apply: Establishment Officer, Prison Commission, Horseferry House (WM 14), Dean Ryle Street, London, S.W.1. C 8

C 8064

#### **EDUCATIONAL**

LONDON COLLEGE OF PHARMACY AND CHEMISTRY FOR WOMEN

7 Westbourne Park Road, W.2 Established 1892

The only College in S.E. England teaching exclusively for the Assistantin-Dispensing Examination of the Society of Apothecaries, Enrolling now for six months' full-time course for Student Dispensers under 1956 Regulations, 82 per cent, Examination successes in 1960.

#### SITUATIONS VACANT

RETAIL (HOME)

EXPERIENCED CHEMIST required to start pharmacy in housing area, near Falkirk. pharmacy in housing area, near Falkirk. Good salary, partnership would be considered. Box C 5079.

LONDON, WEST-END. Experienced counter assistant required for busy pharmacy. Saturday half-day. Phone: GER, 3846 or write Box C 5061.

YOUNG LADY ASSISTANTS required with some previous experience of dispensing, for branches in Tottenham and Enfield, Permanent positions. Hours 9 a.m. to 6 p.m. Salary according to age and experience, Apply to A. R. Cross, Ltd., 476 Hertford Road, Enfield, Middlesex, or telephone Howard 1723 or 2916.

WEST MIDLANDS, nr, Walsall. Pharmacist required to manage small business, Adequate supporting staff, no rota or Sunday duties. Would suit elderly or newly qualified pharmac st, For further particulars write Box C 5076 C 5076.

#### WHOLESALE

A LONDON Manufacturing Chemist has a vacancy for a representative, who has an established connection with factors, etc. There are substantial opportunities to enlarge such a connection, Advertisers are manufacturers of tablets, injectables, and many other types of pharmaceutical products. A nominal salary and a high rate of commission will be paid. This is a very attractive opportunity for the right man, Apply Box C 5063. LONDON Manufacturing Chemist

#### PARKE-DAVIS

#### TWO POSTS OF CHALLENGE AND OPPORTUNITY

Parke-Davis wish to appoint

## PHARMAGISTS

as MEDICAL REPRESENTATIVES in

#### LONDON (Eastern Region) LONDON (South-Eastern Region)

These are exceptional opportunities for men wishing to exercise their professional skill and experience on behalf of a leading pharmaceutical house.

Salaries, which are based on age and experience, will subsequently recognise initiative and ability. A company car will be provided, and a generous pension and life assurance plan is in operation. Applicants should write in the first instance to:

LONDON

(Eastern Region) W. H. Whitaker, B.Sc., F.P.S. Area Manager, Saxons Green, Camp Road, Bulstrode Park, Gerrards Cross, Bucks.

LONDON (South-Eastern Region) R. K. Newman, M.P.S.(Ja.),
"Merrydale," London Road, West Malling. nr. Maidstone, Kent.

#### **OVERSEAS**

#### POSITION FOR A PILL AND TABLET MAKER in Johannesburg, South Africa

South Africa offers tremendous working and leisure opportunities and this position in the manufacturing subsidiary of Hill and Murray Limited has scope for both.

The Company manufactures and distributes such internationally known products as Drene Shampoo, Carter's Little Liver Pills, Bob Martin's Condition Tablets, etc.

We are looking for a man, preferably single and under 40 years of age, who has had at least five years' experience in Pill and Tablet making. He will have made a variety of tablets and have had practical experience with a variety of tablet presses. He will

be thoroughly acquainted with coatings and will have some know-ledge of pill manufacture. He will be reliable, able and ambitious.

The Company is successful and fast growing. Johannesburg is the industrial and cultural hub of South Africa and has all modern city amenities—except T.V.!

Medical Aid, Provident Fund and Canteen facilities are provided and the Company is prepared to pay the outward passage from the U.K. to Johannesburg for the successful applicant, on a two-year employment contract.

Please address applications in writing, giving full personal, educational and work experience details to:

> Mr. D. M. Fenton, EXPORT TRADING SERVICES LTD. 3 Cork Street, Bond Street, London, W.1

C 5068

Situations Vacant—Continued

# **ALLEN & HANBURYS**

are offering appointments to Pharmacists as

#### REPRESENTATIVES

in Eastbourne, the West Midlands, outh-east London, Southend and Guildford, and other parts of the

country.

Training will be given and the posts offer a challenge to male Pharmacists with drive, initiative and ambition. A good salary and full expenses will be paid and a car is provided. The posts are pensionable, Applications giving full details of age, qualifications and experience should be sent to the Personnel Manager, Allen & Hanburys Ltd., Bethnal Green, London, E.2, quoting ref, no, R26.

C 8036

TABLET COATER. Good prospects with progressive company for keen experienced man interested in pharmaceutical tablet coating. Good wages, No Saturday, Apply: Mr. M. Morris, Pharmacal Supplies, Ltd., Green Lane, Hounslow, 5122.

experienced representative required by long established firm of wholesale manufacturing chemists to cover their North and West London territory. Progressive postion for right man, guaranteed salary, fiveday week, pension scheme, car provided. Apply Box C 628.

SALES REPRESENTATIVE REQUIRED.
Mainly London area, Must have good knowledge of chemists' sundries, toilet and surgical
requisites. Live salesman will have good
prospects. Apply in own handwriting giving
experience and stating if available for interview. Britton, Malcolm & Co., Ltd., 38
Southwark Bridge Road, London, S.E.1.
C 8044

JOHNSON & JOHNSON LTD, require a sales representative of above average ability to call on CHEMISTS in a territory which includes BRISTOL, CHELTENHAM, OXFORD and NORTHAMPTON,

CONDITIONS:—A good salary, incentive bonus and expenses will be paid. A company car is provided.

APPLICATIONS are invited from experienced salesmen (in the Chemist or distributive trades), aged between 25 and 35, educated to at least G.C.E. "O" Level standards, and living in or near to BRISTOL.

INTERVIEW: - In Bristol and Lon-

Write (IN CONFIDENCE) to:-

Sales Personnel Manager,

JOHNSON & JOHNSON
(Gt. Britain) LTD.,
260 Bath Road,
Slough, Bucks. C 50

C 5073

TABLET MANAGER required to take control of an expanding department. This is an interesting and progressive position for an enthusiastic pharmacist, 5-day week, Pension and life assurance scheme in operation, Please apply to Works Director, Ayrton, Saunders & Co., Ltd., 34 Duke Street, Liverpool, 1. C 8032

#### **AGENTS**

## **AGENT**

#### required in Northern Ireland for a **NEW SLIMMING PRODUCT**

with big sales potential

A leading British drug Company plans to market a new edible slimming product shortly in Northern Ireland. An Agent is to be appointed to handle the introduction and development of sales through chemist and grocery outlets. Initial meetings will take place in Belfast on 21st March, 1963.

ALL APPLICANTS (PRINCIPALS ONLY, PLEASE) TO BOX No. C 8065 BY 14th MARCH.

#### **AGENCIES**

#### FRENCH PHARMACEUTICAL **MANUFACTURER**

seeks English house with good technical and commercial facilities for manufacture and marketing in Great Britain of specialities for affections of the respiratory tract. The advertiser would be equally interested in the manufacture and introduction of original English speciality products in France. Write c/o HAVAS. 040751, rue Vivienne, Paris.

C 8001

WARRICK BROTHERS, LIMITED, makers of Rinstead Pastilles, require a representative to call on wholesale and retail chemist outlets in West and North-west London, and the Western Home Counties, Salary, commission, all expenses, company car, etc. Fullest details in confidence to Managing Director, Warrick Brothers, Ltd., 24 Wharf Road, London, N.1.

#### WRIGHT LAYMAN & UMNEY LIMITED

manufacturers of Wright's Coal Tar Soap and Specialties, require an experienced Representative to cover the West London area, Applicants will be required to live on or near the territory and should already be calling on Chemists, Preference will be given to candidates in the 25/35 age group. A staff contributory superannuation scheme is in operation: the company provides a car and usual expenses. All replies will be acknowledged and treated in confidence. Write to Sales Manager, Wright Layman & Umney Limited, 46 Southwark Street, London, S.E.1. C 8072 manufacturers of Wright's Coal Tar

#### WHOLESALE REPRESENTATIVE

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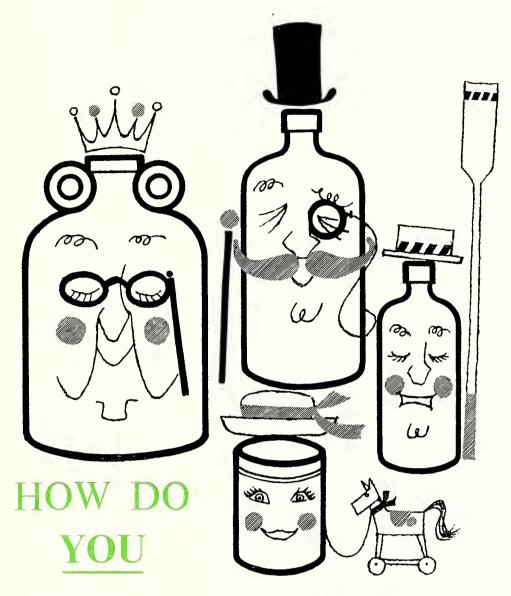
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